

INFLUENCE MASTERY: SECRETS TO SETTING YOURSELF APART AS AN ACTUARY

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One of the most significant factors in determining your success in business is **mastery of your people skills**. Those who possess these skills typically **earn more income, experience less stress, and have a greater level of job satisfaction and career advancement**.

To be an influential force in your organization and with clients, you need be able to

- Build immediate rapport with people you come in contact with,
- Communicate your message clearly to others,
- Convince, influence, lead or guide others,
- Work or cooperate with people who are different from you.

Successful professionals understand themselves and how their behavior affects others. They understand their reactions to other people. They know how to maximize what they do well, have a positive attitude and how to adapt their behavior as the situation demands.

In this fast-paced interactive session, you'll:

- Discover the **4 primary behavioral styles** that have been identified for over 2,600 years, (yet no one told us about them),
- Get a sense of your own style of relating,
- Understand the **motivations, goals and fears** of each style
- Begin learning how to **determine the styles of others** (through the use of entertaining video vignettes),
- Appreciate the **diversity of personal styles** of relating
- Understand the basic principles of **people reading**
- Learn how to master **identifying the styles of other people based on their behavioral cues**
- Be able to recognize elements of **ineffective or unproductive communication**
- Discover what you can do to **be more influential with people whose styles are different from your own** (through the use of entertaining video vignettes).

This session is for you if you are an actuary who is:

- 1) a consultant who desires to be more effective with clients and prospects in a way that will increase your revenue, or
- 2) an executive, manager or technical expert who aspires to increase your level of influence and leadership ability, or
- 3) who desires to increase your level of emotional intelligence and become more effective at relating to others in the workplace.