

A man in a grey suit and blue tie is smiling warmly at a woman with long brown hair. A man with a beard is kissing her on the cheek. They are on a balcony with a view of a city and a body of water.

Emotional Intelligence: Top Producer's Mindset

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Objectives

**Understanding
Emotional
Intelligence**

**Decrease
selling mistakes**

**Demonstrate
self-awareness
to improve
relationships**

The most boring thing in the world?

Silence.

~Justin Timberlake



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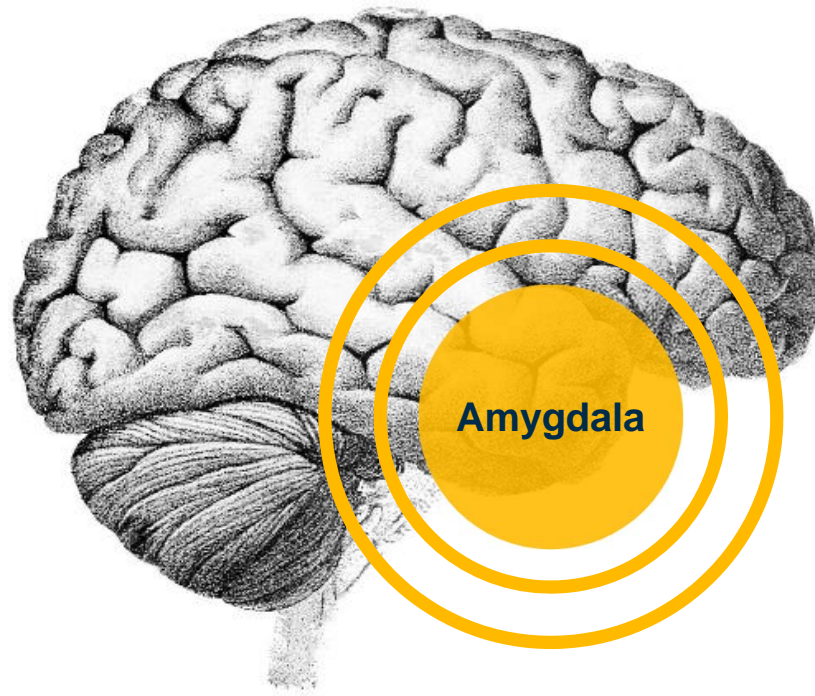




Everyone is talking about
Emotional Intelligence

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It's built into our **biology**





Emotional Intelligence

**Identify & manage
your own emotions +
emotions of others**

90% of top
producers
have
high EQ

EQ
accounts for
58%
of performance

Individuals
with high EQ earn
20% more

A group of hands holding puzzle pieces, symbolizing teamwork and connection. The image is overlaid with a semi-transparent orange filter. The text "Make the right connections to close more" is written in a bold, dark blue font on the left side of the image.

**Make the right connections
to close more**

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A man in a blue shirt is holding a red key over a woman's hand. The woman's hand is open, and the key is being held just above it. The background is blurred, showing other people. The overall tone is professional and focused on the key, symbolizing a loan or mortgage.

**Realtors speak
to the heart of the
Borrowers**

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The key is
Self Awareness

Be in tune with your
Customer's Needs

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Listen with your Eyes & Ears





Emotional Intelligence
goes beyond
just the customer

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People will forget
what you SAID.

People will forget
what you DID.

But people will
NEVER forget
how you made
them **FEEL.**

~Anonymous



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