## Connecting to Close

**Emotional Intelligence for Top Producers** 

## What is Emotional Intelligence?

#### **Awareness**

Self

The ability to effectively perceive, manage and use one's emotions

Management



### Awareness

The ability to effectively perceive and manage emotional connections with those around us

Management

Amygdala

Integrative center of emotions and emotional behavior

# The Road to Close Using El to Make the Connection

01

## **Decision Making**

- · Pause & process how you are feeling
- Apply the appropriate emotion
- Choose the correct response

02

### Achieving

- Self-motivate in times of stress
- · Keep your end goal top of mind
- Take responsibility for your actions

03

### Influencing

- · Identify the emotions of others
- Change the direction of the conversation



Top producers cite the ability to build trust and to create deeper connections as the key to success

