

How To Develop Winning Opening Lines For Difficult Conversations

Your winning opening line should consist of two phrases:

- 1- A phrase that uses the other person's first name, and describes your state of being

For example:

Doug, I'm frustrated...

Doug, I'm troubled...

Doug, I'm confused...

- 2- A phrase that asks the other person for something they want to give you, and that caresses their ego

For example:

and I need your professional advice.

and I need your leadership.

and I need your help.

To put it all together, it sounds like this:

Doug, I'm frustrated, and I need your professional advice.

Doug, I'm troubled, and I need your leadership.

Doug, I'm confused, and I need your help.

To make it even easier for you, just fill in the blanks:

_____, I'm _____, and I need your _____.

That's all there is to it!

Make sure to listen to the entire podcast that goes with this professional communication training tip. You can find it at <http://powerdiversity.com/podcasts>.