

# Michael Grinder 2017 Tour



## To Love, to Honour, to Negotiate - Couples Weekend Workshop

Only  
6 Spaces  
Left!

Friday 31st March : 6pm - 9pm  
Saturday 1st April : 9am - 4pm  
Sunday 2nd April : 10am - 2pm

**Venue:**  
(Mandurah or Rottnest - TBA)

**Investment:**  
\$725 per couple or \$600 per couple  
if booked and paid in full by 15/12/16.

This is your invitation to commit to the ultimate long-term relationship gift and re-treat yourself to a romantic weekend away from the City! Discover the magic of appreciation, healthy communication, laughter and life together in this one-of-a-kind getaway. Expect this weekend to be a fun, thought provoking and rewarding weekend with your partner.

This program will be offered away from the city that you live in - it is intended to be a get away.

## Using Non-Verbals to Effectively Manage a Difficult Conversation

Thursday 30th March : 9am - 4.30pm

**Venue:**  
Perth CBD (TBA)

**Investment:**  
\$875 or \$725 if booked and  
paid in full by 15/12/16.

Michael's latest 1-day workshop expands on his effective use of non-verbal communication to how to manage a difficult conversation. This workshop will be co-presented with Franca Sala Tenna and Margo Halbert.

### An Overview of the Practical Skills that you will learn in this workshop:

- Why sometimes people don't trust or believe you even when you are trustworthy;
- How to deliver bad news and maintain the relationship by learning what separating the person from the position means and how to do it effectively;
- What the five Circles of Humanness are and how speaking to the wrong circle can negatively affect the outcome of the conversation (even with good intent);
- Two and three point communication and when to use each; and
- How to look intelligent (without saying anything).

### Michael Grinder

Michael Grinder is a master of, and world renown expert in, the power of influence — the science of non-verbal communication, non-verbal leadership, group dynamics, advanced relationship building skills and presentation skills.

Michael teaches others how to use influence verbally and non-verbally. If one manages for the sole outcome of gaining compliance, then one is operating from power. We want to operate from influence. The power template is short-term, focuses on the issue level of the communication and is results-oriented. Whereas influence is longer term, focuses on the relationship level of the communication and is more process-oriented.

### Franca Sala Tenna

Franca Sala Tenna, is the non-lawyer's lawyer. Franca works with managers, key HR personnel and business leaders to ensure they are able to manage workplace complaints, correctly and effectively, in order to avoid fallout that often follows poorly managed complaints such as resignations, absenteeism, presentism, workers compensation and unfair dismissal claims.



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### Margo Halbert

Margo has a passion for the art of influence and presentation. Her techniques can help you communicate and lead more effectively. As a coach and workshop leader Margo makes mastering these advanced skills an enjoyable and achievable process. Her sound business acumen and results driven approach has made her a trusted business advisor for many of Australia's leading organisations and their senior executives.

[www.margohalbert.com.au](http://www.margohalbert.com.au)

To Book go to [www.margohalbert.com.au/workshops](http://www.margohalbert.com.au/workshops)  
or email [Karen@margohalbert.com.au](mailto:Karen@margohalbert.com.au) with any questions.