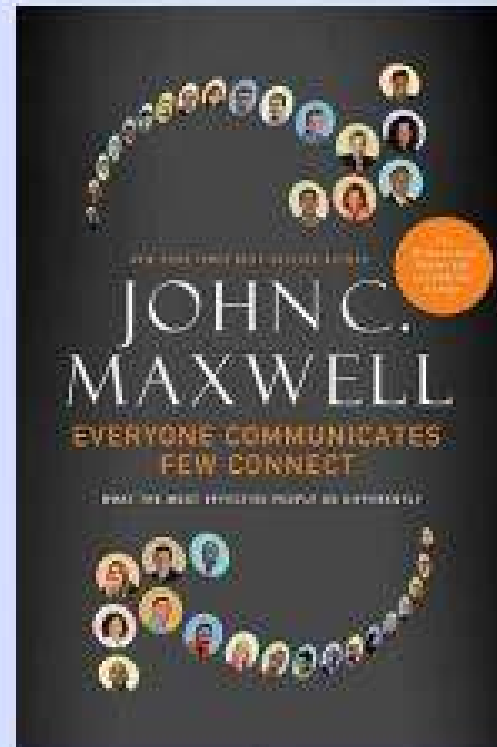


# Welcome



Anupama Kinatukara





## TODAY YOU WILL...

- ◆ Learn about yourself and others.
- ◆ Discover what makes each of us unique.
- ◆ Discuss how to develop the crucial skill of connecting.
- ◆ Learn how to improve communication.



**PERFECT DAY : WHAT YOU WILL GET DONE OR  
THE PEOPLE WHO YOU WILL TALK TO?**





**IN OFFICE: GO STRAIGHT TO YOUR OFFICE OR VISIT WITH OTHERS?**





Do you SPEAK to THINK or  
Do you THINK to SPEAK....

# ANUPAMA KINATUKARA

- Certified Speaker, Leadership Coach, Trainer with John Maxwell Team.
- CERTIFIED DISC TRAINER
- BACKGROUND IS IT PROJECT MANAGER (IBM, METLIFE, TIAA, HORIZON BCBSNJ)



The MAXWELL DISC METHOD

The JOHN MAXWELL TEAM

[www.linkedin.com/in/anupamakinatukara/](http://www.linkedin.com/in/anupamakinatukara/)



# LIVE2LEAD

Register now

[Bit.ly/L2LNJ20](https://bit.ly/L2LNJ20)

Register now to experience the Live2Lead Virtual Event. Learn from world-class leadership experts, be prepared to implement a new action plan, and start leading with renewed passion and commitment.



### Virtual Pass

Participate virtually with an audience of 60,000+ from around the world.



### Live Event

Broadcasting live from Atlanta, Georgia, includes 3 days of on-demand content.



### Breakouts

Experience breakout sessions with a certified John Maxwell Trainer for a more personal experience.



### 5 Leaders

Learn personal growth techniques from elite trainers and their time-tested leading experiences.



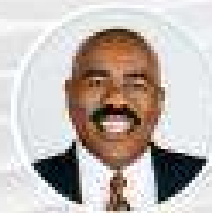
John C. Maxwell

Author, Speaker, Entrepreneur



Kim Cole

Author, Speaker, Entrepreneur



Steve Harvey

Author, Speaker, Entrepreneur



Alan Mulally

Author, Speaker, Entrepreneur



Craig Groeschel

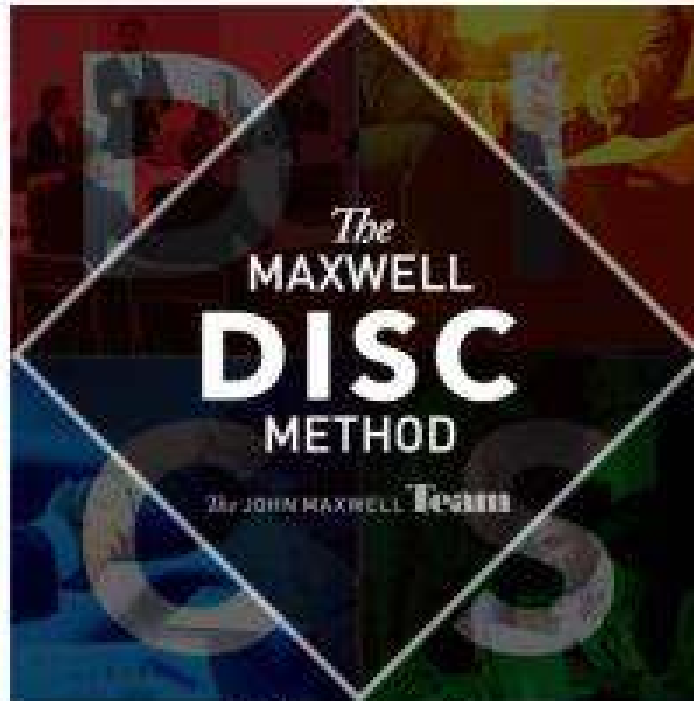
Author, Speaker, Entrepreneur

*The*  
MAXWELL  
**DISC**  
METHOD  
PERSONALITY  
INDICATORS





[Bit.ly/AnupamaDISC](http://Bit.ly/AnupamaDISC)



**Sally Sample**

John Maxwell CS

**Maxwell DISC Personality Indicator**


January, September 22, 2018

### **When communicating with Sally, a Precisionist, DO:**

- Create a favorable environment that is personable and agreeable
- Express a genuine interest in them as a person
- Provide them with clarification for tasks and answers to “how” questions
- Present ideas in a non-threatening manner; be patient with timelines, as they are thorough and conscientious
- Clearly define goals, procedures, and their role in the overall plan
- Explain any changes to them in advance, and give them time to adjust

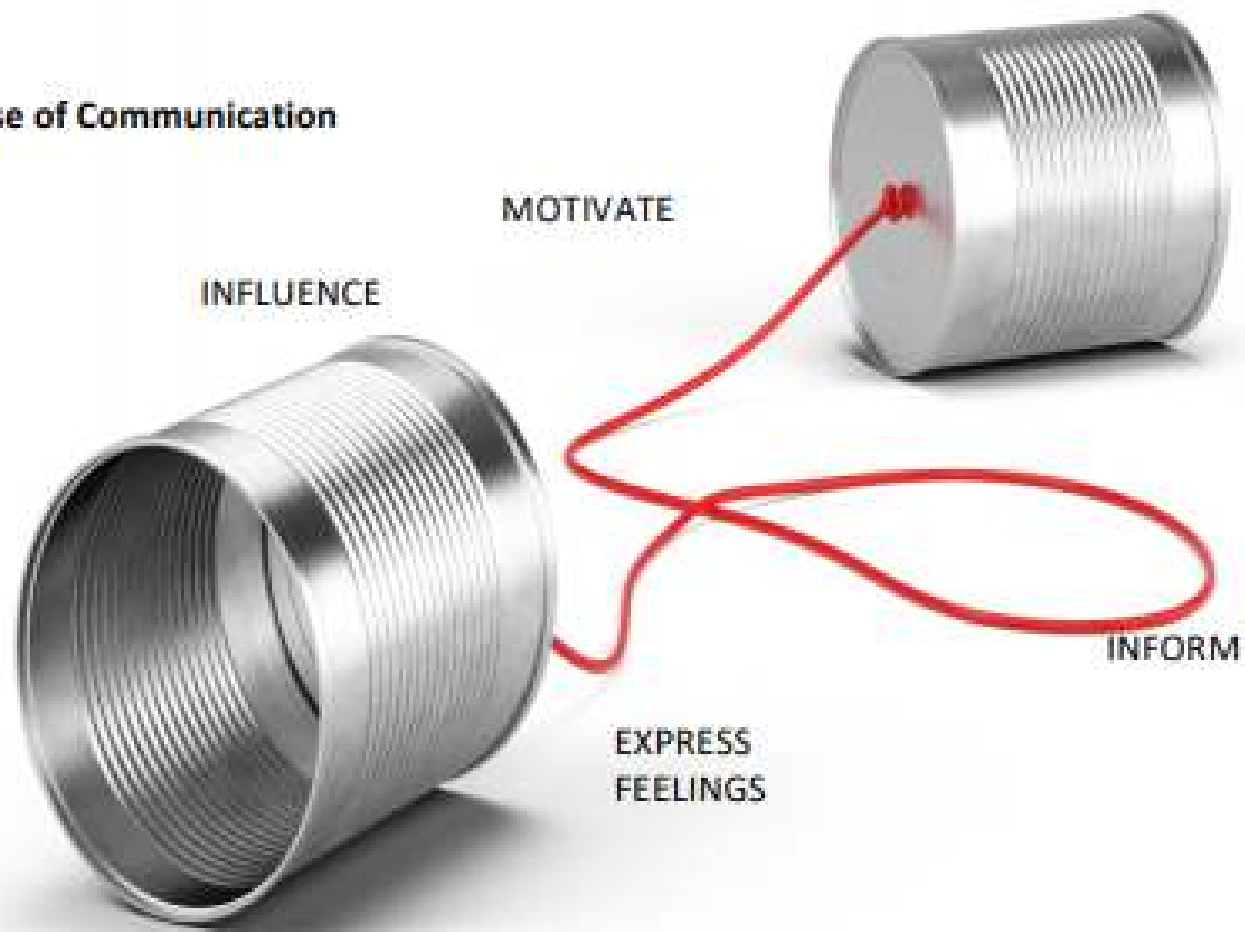
### **When communicating with Sally, a Precisionist, DO NOT:**

- Be pushy, overly aggressive, or demanding
- Be too confrontational or critical of their actions
- Make sweeping or sudden changes
- Expect them to make decisions without all of the facts



"Connecting increases your influence in every situation."—John C. Maxwell

**Purpose of Communication**



# Anupama Kinatukara

- I am Certified Speaker, Coach, Trainer with John Maxwell Team.
- My website: [www.johnmaxwellgroup.com/anupamakinatukara/](http://www.johnmaxwellgroup.com/anupamakinatukara/)
- My contact info: [abkinatukara@zndkinsolns.com](mailto:abkinatukara@zndkinsolns.com)

Privileged to be standing next to the #1 Leadership expert and author – John C. Maxwell.





## CONNECTING IS...

The ability to identify with people and relate to them in a way that increases your influence with them.

—JOHN C. MAXWELL

31



#  
#

1

CRITERIA

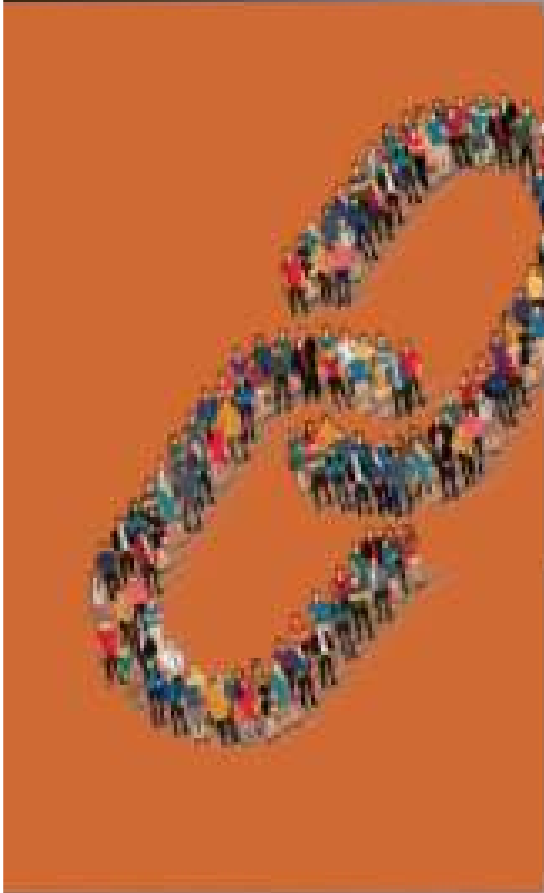
THE **NUMBER 1** CRITERIA  
FOR ADVANCEMENT &  
PROMOTION FOR  
PROFESSIONALS  
IS THE ABILITY TO  
**COMMUNICATE  
EFFECTIVELY.**

—HARVARD BUSINESS REVIEW



What do you do when everyone you are leading or speaking to has different values, beliefs or ideas?





Leadership is all  
about others...

*...and so is connecting.*

## Connecting Principle - INFLUENCE

A photograph of four business professionals in a meeting. A man in a blue suit is shaking hands with a woman in a black blazer. Another woman in a white shirt and black vest stands to the left, and a man in a grey suit stands to the right. The scene is set in a modern office with a whiteboard and a laptop on a table.

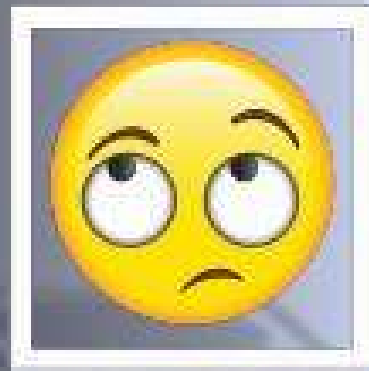
**Connecting  
increases your  
influence in  
every situation.**

Influence is not about  
impressing people. It is  
about connecting with them.

# INFLUENCER / CONNECTOR - YES OR NO?

---







# Connecting Principles #2 OTHERS

**Principle #2** - Connecting is all about OTHERS and not ourselves.

## Why do we focus on ourselves and not others?

1. Immaturity
2. Ego
3. Failure to value everyone



## 3 Connecting Questions:

1. Do you CARE for me?
2. Can you HELP me?
3. Can I TRUST you?



# Connecting Practices #4 INSPIRE

Practice #4 – Connectors INSPIRE people

Inspiration Equation



What do people need to KNOW?

- Understand
- Expectations

What do people need to SEE?

- Conviction
- Example

What do people need to FEEL?

- Confidence
- Gratitude



## Communicating with a D

- Be brief, direct, and to the point. Then leave.
- Ask "What" not "How" questions.
- Focus on results.
- Don't ramble.

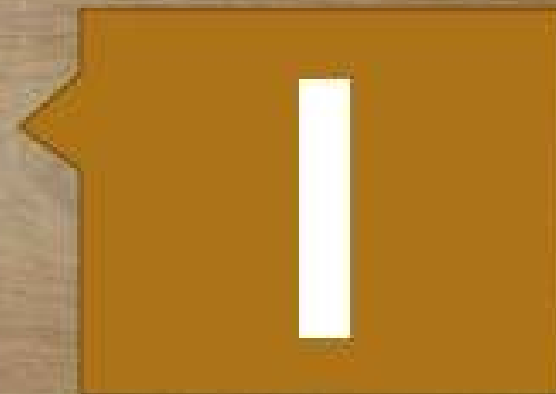
[Bit.ly/AnupamaDISC](https://bit.ly/AnupamaDISC)



## Communicating with an I

- Don't do all the talking.
- Don't ignore their ideas.
- Allow time for socializing.
- Follow up with the details in writing.

[Bit.ly/AnupamaDISC](http://Bit.ly/AnupamaDISC)



## Communicating with an S

- Create a friendly tone for the discussion.
- Show interest in them as a person.
- Minimize the potential for confrontation.
- Give definition to the goal and everyone's role.

[Bit.ly/AnupamaDISC](https://bit.ly/AnupamaDISC)



## Communicating with a C

- Provide all the details.
- Use validated facts.
- Be precise in your explanation.
- Be very specific.

[Bit.ly/AnupamaDISC](https://bit.ly/AnupamaDISC)






## Building Effective Relationships

[Bit.ly/AnupamaDISC](https://bit.ly/AnupamaDISC)

*The* MAXWELL DISC METHOD

*Presented by* Anupama Kinatokara

*The* JOHN MAXWELL 

## DISC PERSONALITY PROFILE ASSESSMENT & WORKSHOP

The  
MAXWELL  
DISC  
METHOD

Independent Speaker, Trainer, Coach  
With the John Maxwell Team



**THE LAW OF AWARENESS:**  
*You must know yourself to grow yourself.*

Through the Maxwell DISC Profile workshop, you will explore ways to:

Apply the Law of Awareness to recognize your strengths and limitations.

Overcome your shortcomings and clear the path for personal and professional growth.

Understand how others are different and how to work with each personality.

Build a stronger team that communicates, appreciates the style of others and works well together.

Learn effective strategies for handling conflict and personality clashes.

Develop yourself and others to be their best.

**What if you could tap into your greatest motivations and dramatically improve your relationships and accelerate your results?**

Your individual personality affects every aspect of your life. That's why one of the best things you can do to grow yourself and others is to understand your personality and what naturally drives you. When you recognize your strengths and weaknesses, you are able to give your best as you work with people around you.

**D** Dominant • Driver  
**I** Influencing • Inspiring  
**S** Stable • Steady  
**C** Compliant • Correct

**Get along with anyone, even if you're not a "people person".** Everyone you encounter is motivated differently, communicates differently, and views tasks and relationships differently. The Maxwell DISC Profile Workshop will help you achieve greater success when you learn to value your strengths as well as those of others.

Contact me to schedule a DISC Workshop for your company.  
**Anupama Kinatukara | (973) 477 5923**

# Thank you



**ANUPAMA KINATUKARA**

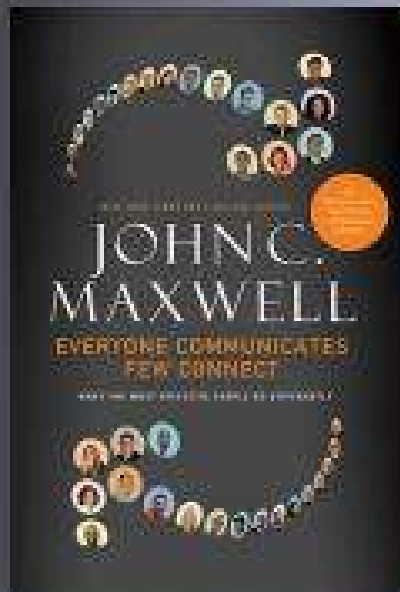
[Bit.ly/AnupamaDISC](http://Bit.ly/AnupamaDISC)

# THANK YOU FOR PARTICIPATING.

*Ask me about additional programs and training to help you reach your goals.*



## 10 weeks Mastermind Group



*Everyone Communicates  
Few Connect*

The goals for participants in this mastermind are for you to...

- learn how to identify with people and relate to others in a way that increases your influence with them.
- connect with others to have better relationships, experience less conflict, and get more things done than those who cannot connect.

Leaders who have learned the art of connection are able to

- ✓ communicate their ideas persuasively,
- ✓ establishing buy-in and attracting followers.

10/11