



“Crack the Code” To Phenomenal Life Success

With Business and Personal Development Trainer Jodi Santangelo

Jodi Santangelo is a Past District Governor for Toastmasters International and has been speaking and training on Business and Personal Development Topics since early 2000. As a Certified Facilitator, she makes learning new ways an uplifting and enjoyable process in her lively, interactive, content-rich workshops. Jodi will give you the tools to powerfully engage with customers, co-workers, team leaders, sales people and more! She is also the author of "Dynamic Affirmations", a step-by-step guide for creating affirmations that work for you.

“Crack the Code” To Connecting Powerfully With People

Ever notice that you instantly click with some people while with others you just don't seem to connect?

Have you found it difficult to get along with someone no matter how hard you try?

One thing is for certain, the lack of communication leads to frustration and disappointment!

What if there was a way to see people differently, understand them better, and turn every encounter into a win-win situation? What if you could optimize all of your business and personal relationships? The trick is to learn how to identify the other person's style and adjust our own behavior to reduce conflict and improve communication. When you learn to speak the same language, relationships improve, sales increase and groups excel!

Program 1: Personality and Behavior Styles:

- Understand the four basic personality styles
- Get a quick handle on anyone and easily determine their personality style
- How to deal effectively with each using the “Platinum Rule”
- Understand the conflicts and compatibility between styles
- Discover a proven method of connecting with anyone - in the workplace or social situations
- Gain Winning Strategies to improve sales and create high performance teams

Note: This workshop is based on “The Platinum Rule” and is ideal for Couples, Salespeople, Management, Customer Service, Groups & Teams, & HR

**Workbooks included – Assessment optional.

Program 2: Communication And Learning Styles:

- Understand the four Learning and Communication Styles
- Excel at everything you do once you understand your style
- How to identify and build rapport with all four styles
- Commonly Used Words and Phrases for each style
- Gifts and challenges of each style
- Teaching Techniques that stimulate each style
- How to appeal to all of the styles in email, print, online, & social media

Note: This workshop is based on “The Law of Connection” and is Ideal for Couples, Teachers, Trainers, Parents, Coaches and anyone responsible for communications.

**Workbooks included – Assessment Optional

People have been fascinated with personal styles for thousands of years and physiologists have produced dozens of models. Some models have abstract names; some have bird’s names, animal’s names, and there are some that have the names of colors. In these programs, you’ll learn four simple styles that are practical, easy to use, and easy to remember its principles. Whichever program you choose, Personality Styles or Communication and Learning Styles, Jodi will customize the program to meet the needs of your organization and event.

What Clients Are Saying:

- *"Jodi gave an enthusiastic presentation to our group at our annual "flagship" event on how to improve relationships in the workplace. Her presentation was exciting and engaging to the audience and left us all with the resolve to take what we had learned from Jodi and implement it in our work environments."*
- *"Jodi, I am still inspired by your wisdom and your sincere dedication to the empowerment of people."*
- *"Jodi gave one of the most entertaining and lively presentations I have ever had the pleasure to hear."*
- *"Great energy! Jodi is very engaging and down-to-earth. Her presentation was both entertaining and very, very informative. I can't wait to use these principles starting now!"*
- *"A delightful and educational program enhanced by Jodi's people-skills"*
- *"Great focus on the positive"*
- *"What a great message"*
- *"You are truly an inspiration... keep up the great work!"*
- *"Jodi is a positive, engaging, & entertaining speaker"*
- *"Great encouragement to the audience, loved your program!"*
- *"You have changed my life and thank you"*
- *"Loved the handouts and how you used them"*
- *"I love the way you engage the participation of your audience"*
- *"This is simply amazing!"*