

LEVEL UP YOUR CAREER

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Level 1: Networking

Level 2: Mindset

Level 3: Skill Sets

Level Up!

WARMTH + COMPETENCE

- 1) Know your communication style and where you stand in the zone.
- 2) You **MUST** stay out of the danger zone!
- 3) Interesting notes:

- a. _____
- b. _____
- c. _____
- d. _____

4. If you want to be believable, you must exhibit _____

5. What we signal determines how we are perceived. How do YOU want to be perceived?

Dangers of Undersignalling: Both perceived and intentional consequences.

6. Highly Competent People often Partner with Highly Warm People to Provide Balance*

7. Leveling Up looks different for each person – you have to find what works for you!

- ✓ Real life examples

8. To be successful in your Level Up, you must learn how to READ THE ROOM!

- ✓ Send clear cues based on your goals
- ✓ Know your audience
- ✓ AVOID the disconnects and mismatches

9. Cue Review:

a. Warmth Cues:

b. Competence Cues:

c. Charisma Cues:

d. Danger Zone:

10: Level Up Signals:

- a. _____
- b. _____
- c. _____
- d. _____

11: To Dial Up the Warmth:

- a. _____
- b. _____
- c. _____
- d. _____
- e. _____

BEHOLD THE POWER OF THE MIRROR

12: To Dial up the Competence

- a. _____
- b. _____
- c. _____
- d. _____
- e. _____

13: Power Cues

- a. _____
- b. _____
- c. _____
- d. _____
- e. _____
- f. _____
- g. _____

14. The Power in your Voice

- a. _____
- b. _____
- c. _____
- d. _____
- e. _____

15: The Power in your Communication

- a. _____
- b. _____
- c. _____
- d. _____
- e. _____

16: Power Words:

17: Know how you are perceived!

18: In Conclusion...
