



## NEIL IHDE, MA

WFOA

February 10, 2009

La Quinta Inn

### Personality and Relationships - *How Personality Can Help or Hinder Your Personal and Professional Effectiveness*

Most of us would agree that connecting with others is largely about speaking their language. The problem is that, because of our personalities and how we are hardwired, we are often communicating in different languages. In this session, we will explore the foundational personality principles based on the Myers-Briggs Type Indicator® and how we can apply that understanding to our everyday interactions with others. The first step is understanding our own preferences of communicating and interacting in the world. Once we recognize that, we then can begin to look for clues on how others prefer to communicate and interact and adjust our influence accordingly. But it begins with a solid foundation of self-awareness of who you are and how you come across to others. This interactive, information-packed session will get you talking (or pondering—depending on your personality) about your relationships in a brand new way.

#### What they are saying:

- *Neil is unique, dynamic, insightful, and valuable.*—Drew Richards, Trial Attorney
- *I can give only the highest recommendations of Neil as a person and professional. He has a respectful nature and is great at understanding and bringing about people's personal best through his teaching and mentoring.*—Lisa Wied, Director
- *Neil is a top speaker of the highest caliber.*—Anita Poole, Sales Representative

#### Objectives:

- Complete the genuine Myers-Briggs Type Indicator® personality instrument
- Discuss the four foundational dichotomies the MBTI® measures
- Review the strengths and gifts of each preference
- Understand differences within the four Myers-Briggs dichotomies
- Ask the tough question, "Are you annoying?"
- Examine the communication preferences and patterns of each type