

How To Get Through To Almost Anyone - The Proven Method For Reaching Decision

5 TIPS FOR COMMUNICATING EFFECTIVELY

Communication is a core leadership function



1

Communicate relentlessly

Communicate information, thoughts and ideas clearly — and frequently — in different media.

2

Simplify

Say what you mean. Be direct. Simple communication can be smart communication.

3

Hold your thoughts

Encourage the other person to offer ideas and solutions before you give yours.

4

Use stories

When you tell a good story, you give life to a vision, goal, or objective.

5

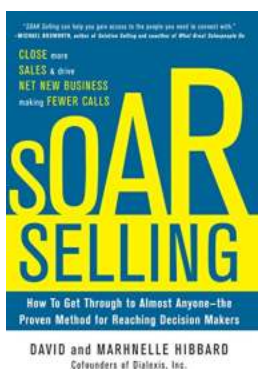
Back it up

If people hear one thing from you and see another, your credibility is shot. People need to trust you.

Communication plays a vital role in every aspect of our lives. Whether it's at work, in relationships, or even during casual conversations, being able to effectively get your message across is essential. However, reaching a decision, especially when dealing with various individuals with different backgrounds, opinions, and beliefs, can sometimes seem like an insurmountable task. But fear not! In this article, we will explore a proven method that will help you get through to almost anyone and increase your chances of reaching a decision.

Understanding the Importance of Effective Communication

Before diving into the method, it's crucial to understand why effective communication is vital for successful decision-making. When you're trying to convey your ideas, opinions, or persuade others, clear and concise communication is key. Effective communication can prevent misunderstandings, foster better relationships, and ultimately lead to finding common ground and reaching a decision.



SOAR Selling: How To Get Through to Almost Anyone—the Proven Method for Reaching Decision Makers: How to Get Through to Almost Anyone - The Proven Method for Reaching Decision Makers by David Hibbard (Kindle Edition)

★★★★☆ 4.5 out of 5

Language	: English
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Text-to-Speech	: Enabled
Screen Reader	: Supported
Enhanced typesetting	: Enabled
Word Wise	: Enabled
Print length	: 240 pages



The Proven Method: Active Listening and Empathy

The key to getting through to almost anyone lies in active listening and empathy. Active listening involves fully focusing on the speaker, understanding their perspective, and responding in a way that shows genuine interest and comprehension.

Empathy goes hand in hand with active listening. It involves putting yourself in the other person's shoes, trying to understand their emotions, thoughts, and motivations. When you genuinely empathize, the other person feels heard and understood, creating a conducive environment for reaching a decision.

Step 1: Clear Your Mind

Before engaging in a conversation, it's essential to clear your mind from biases, judgments, or preconceived notions. Open yourself up to new ideas and viewpoints, and be willing to adapt your position based on new information. Having an open mind is crucial for effective communication.

Step 2: Practice Active Listening

When the conversation begins, focus on the speaker. Maintain eye contact, nod to show understanding, and avoid interrupting. Give them your undivided attention without distractions. This demonstrates respect and encourages the speaker to share more openly.

Step 3: Show Empathy

While actively listening, try to put yourself in the speaker's shoes. Imagine how they feel, what they're experiencing, and what their motivations might be. Reflect that empathy through your responses, acknowledging their emotions and validating their perspective.

Step 4: Ask Open-Ended Questions

To further encourage communication and understanding, ask open-ended questions that require thoughtful answers. This allows the speaker to elaborate on their thoughts and feelings, leading to a deeper conversation and increased insights.

Step 5: Find Common Ground

Throughout the conversation, actively search for areas of agreement or shared interests. Emphasize these commonalities to bridge any gaps and foster a sense of unity. Finding common ground helps build rapport and increases the chances of reaching a decision that benefits all parties.

Step 6: Be Respectful and Patient

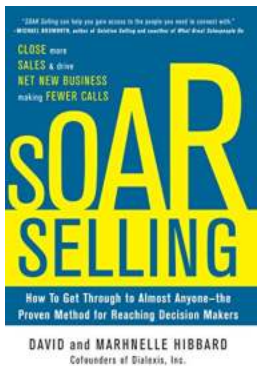
Respect and patience are crucial when trying to break through to almost anyone. Stay calm, even in the face of disagreement, and avoid becoming defensive or dismissive. Treat the conversation as a collaborative effort rather than a battle of egos.

Applying the Method in Different Scenarios

The proven method of active listening and empathy is applicable in various scenarios, both personal and professional. Whether you're mediating conflicts, negotiating deals, or simply trying to better understand a loved one, following these steps will greatly improve your chances of reaching a favorable decision.

Final Words

Getting through to almost anyone is no longer an insurmountable task when armed with the proven method of active listening and empathy. Remember to clear your mind, practice active listening, show empathy, ask open-ended questions, find common ground, and be respectful and patient throughout the conversation. By following these steps, you'll enhance your communication skills, build stronger relationships, and increase your ability to reach decisions effectively. Start implementing this method in your daily interactions, and you'll be amazed by the positive results!



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A BREAKTHROUGH FORMULA FOR REACHING TOP DECISION MAKERS AND INFLUENCERS

"SOAR Selling is a mission-critical tool for building lasting, profitable relationships. David and Marhnelle go far beyond defining a sales process by rolling up their sleeves to share their secret about what you absolutely must do to get in anywhere." -- Marcus Buckingham, New York Times bestselling author, researcher, motivational speaker, and business consultant

"SOAR Selling is essential for any professional organization committed to sales excellence that delivers a superior customer experience." -- Mel Parker, Vice President and General Manager North America, Dell Consumer

"SOAR's integrity and efficacy not only help overcome cold-call-phobia; SOAR turns anyone who's motivated to sell into a cold-call-master. SOAR's proven and effective way 'to get through' has achieved unmatched results for Vistage Chairs

who are determined to reach and convert CEOs and other executives to Vistage membership. SOAR tips and tools have really propelled our business to SOAR." -
- Rafael Pastor, Chairman of the Board and CEO, Vistage International

"SOAR Selling teaches salespeople a measurable calling strategy and process that can dramatically improve their ability to reduce their call volume and increase the number of appointments." -- Gerhard Gschwandtner, Publisher, Selling Power

"When it comes to driving net new business, SOAR has been at the forefront of the Berlin Company strategy because it works!" -- Andrew T. Berlin, Chairman and CEO, Berlin Packaging, and Limited Partner, Chicago White Sox

From the cofounders of the international sales training company, Dialexis, Inc. comes the groundbreaking method for the biggest challenges of every salesperson: getting through to almost anyone, and reaching top decision makers and high influencers.

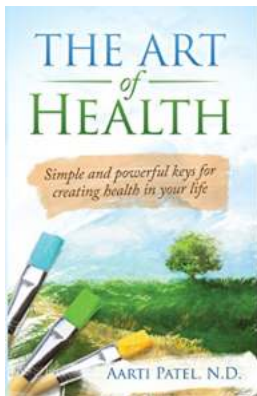
It's time to stop wasting valuable time using the by-the-numbers-plus-luck method--a grueling process that causes attrition and unethical dialing. SOAR Selling presents a solution to this critical problem by revealing by a proven way for any salesperson to make fewer calls, reach more decision makers, and, most important, get more appointments.

The authors have tested the SOAR (Surge of Accelerating Revenue) Selling formula on thousands of live sales calls throughout key global markets. The results are staggering. According to the authors' client research, SOAR is astonishingly effective.

- SOAR provides a combination contact rate with decision makers and influencers of up to 90% on every net dial to a new prospect.

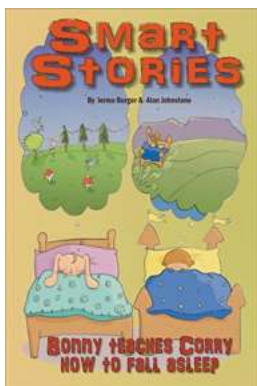
- Organizations have experienced 200% to 2000% ROI in just 12 weeks from program completion.
- The mindset component utilized during SOAR enables the individual to be open to a new way of driving net new business.
- The coaching segment ensures the program consistently demonstrates revenue surge and ROI.

SOAR Selling is the best practice for reaching decision makers. Its secret is simple; its approach is based in the mechanics and psychology of call execution with a foundation of a powerful mindset shift. The authors' research reveals that with SOAR, a salesperson can make 12 net dials and reach a combination of 10 top-level decision makers and influencers!



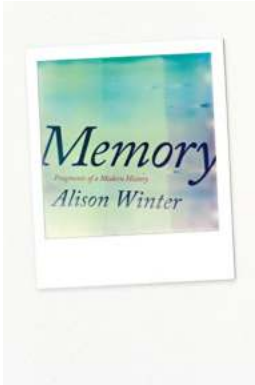
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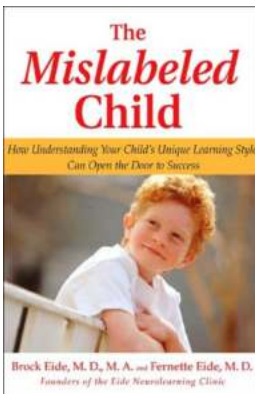
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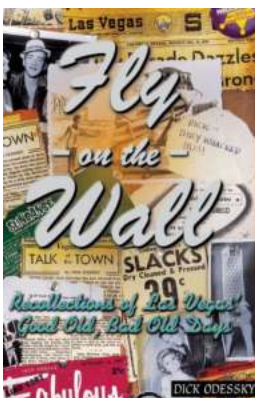
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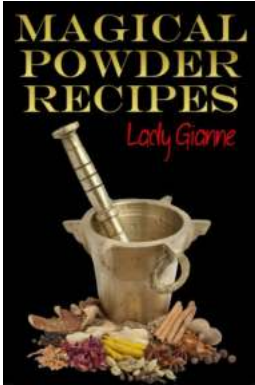
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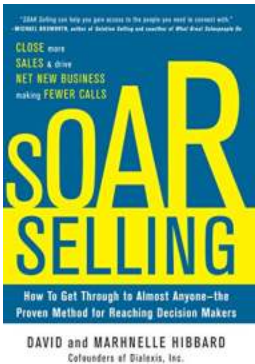
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