

**You CAN Teach a P.I.G. to Sing**



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**You CAN Teach a P.I.G. to Sing**

**Maximize Your Relationships,  
Your Influence & Your Life!**  
for  
**MHHA**



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**P**articularly  
**I**rritating  
**G**uy (gal)



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**#1 Identify Your P.I.G.**



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- It works?
- They have issues?
- Nobody challenges?
- It's their history?

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**What is the P.I.G.'s Motivation?**



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**#2 Create Your Vision**



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**Problem-Reactive**

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**Outcome-Creating**

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**3 V's**

- Visual
- Vocal
- Verbal

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My Vision



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**Write it Down!**

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**#3 Stamp Your P.I.G.!**

MICHIGAN ASSOCIATION FOR Home Care

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**Heat Seeking Missile!**

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## Your Beliefs About People

- Do I believe that people are capable and trustworthy?
- Do I care about people for their sake, not just because I want something from them?
- Do I believe that encouraging others and looking at their "good side" is good for business?
- Do I unconditionally support others just as they are?
- Do I bring out the best in people?

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## #4 Dine on Corn

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## You're the only person you can't ignore

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*Only basic goodness gives life to technique.*  
Stephen Corey

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**From out of our heart the mouth speaks**

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**#5 Push Pause**

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*Push Pause*  
*Identify Outcome*  
*Get into action*

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*Get Present and Listen*

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*#6 Don Your Cape of Acceptance*

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