



CHRISTIAN WASINGER

OPTIMIZING THE REAL ESTATE BETWEEN THE EARS
TO CLOSE MORE DEALS

619/990-0311

WWW.CHIEFMINDOFFICER.COM

When Bad Teamwork Happens to Good Companies How to Communicate Without Stepping on Anyone's Toes

All teams run into communication roadblocks. Adding new members to a team, employees rejecting new ideas, constant negativity, competing agendas, and power struggles are some of the causes of these hurdles. When not addressed they can turn into costly mistakes, a frustrated team, and loss of productivity. Ultimately your sales and profits suffer.

Christian Wasinger, an author, speaker, coach and expert on the mind explores different ways to avoid the pitfalls of miscommunication that lead to hurt egos, upset employees and disgruntled clients. In this workshop the Austrian native shares how to remove ones personal emotions and how to communicate effectively across departments, and with clients.

KEY TAKEAWAYS

1. Explore how miscommunication and misunderstandings happen in first place and know how to avoid them
2. Understand how the mind works and receive priceless tools that improve your team's communication
3. Understand the best ways to debrief others after client meetings
4. Recognize the three different personality types and know the correct way to communicate that resonates
5. Master the power of the spoken word. The right choice of words lead to successful projects, deeper connections, and stronger relationships
6. Communicate clearly and concisely and create greater understanding
7. Implement more effective ways of email communication
8. Boost team members comfort level and confidence when addressing other members of the group
9. Utilize team members' individual talents toward achieving a common goal
10. Run more effective outcome-oriented meetings
11. Communicate without egos or personal agendas getting in the way



As a champion ballroom dancer, Christian knows all about the importance of team work. He shares the principles of leading, following in partner dancing and how they translate into building a dream team.

**Half-Day
or Full-Day
Workshop**

Christian Wasinger is an author, speaker, coach, and expert on the "real estate between the ears." He has over 20 years experience in sales and customer service.

Coaching real estate professionals, the former champion ballroom dancer shares how to apply the competitive mindset of an athlete in the world of real estate, to build quality relationships, improve communication with clients, and increase closing rates.

Christian is the author of the #1 bestseller "10 Ways to Reboot Your Mind for Success."