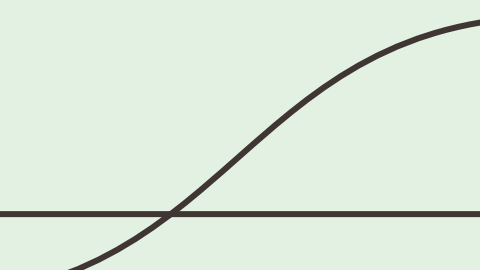




TechEQ: Results, Relationships & Respect

Mastering Results, Relationships and Respect in the Digital Age



Agenda

01

Introduction

About me and why I created this content

02

Results

The ultimate measure of success

03

Relationships

Drive collaboration and fuel long-term success

04

Respect

Build trust and foster a healthy environment

05

Conclusion

Bring it all together, the power of the 3 REs



© 2024

01

Introduction!

“The chains of habit are too light to be felt,
until they are too heavy to be broken.”

–**Warren Buffett**

Shannon T. Wilson

My career has exposed me to all areas of business, working styles and levels of politics. What am I passionate about?


- The psychology of people!
- Playing chess!
- Winning!

I put this content together as a way to share some tactics that have worked for me.



02

Results!

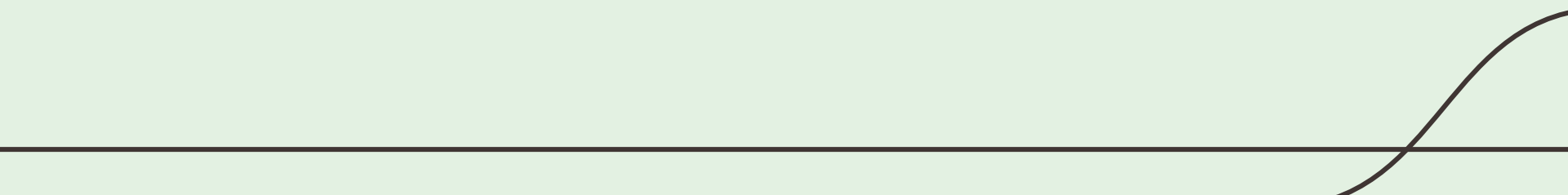


“The difference between ordinary and extraordinary is that little extra!”

–**Jimmy Johnson**

Former Dallas Cowboys Head Coach

–ordinary
–extraordinary



Results Tactic #1:

Delivery is the currency needed to **fuel** the other REs and earns you **credibility**. This is the **cost of entry**.

Results Tactic #2:

Build your **personal brand**.
It is essential to **market
yourself** and the value you
deliver.

Key: Be **visible**.

Results Tactic #3:



CHESS MOVE: Broker work getting done for yourself and **for others**.

Key: **Manage the hand-offs** until certain of ownership.
Follow-up!

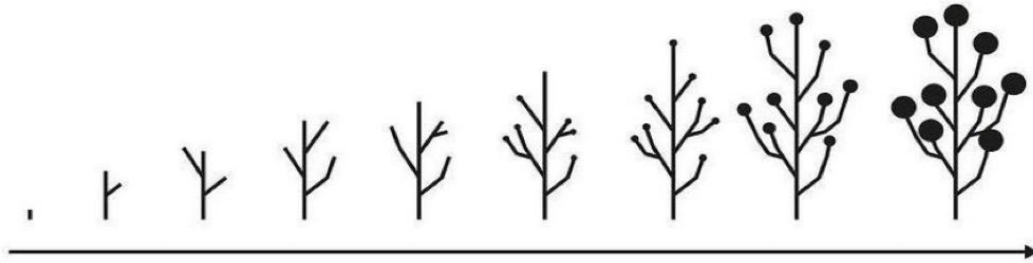
STW

Results Tactics



03

Relationships!



"The day you plant the seed is not the day you
eat the fruit."

Relationships Tactic #1:

Find an affinity. Why?

People love doing business
with those just like
themselves.

Relationships Tactic #2:

Invest so much so that you know their **passions**, communication channels, language and **hot buttons**.

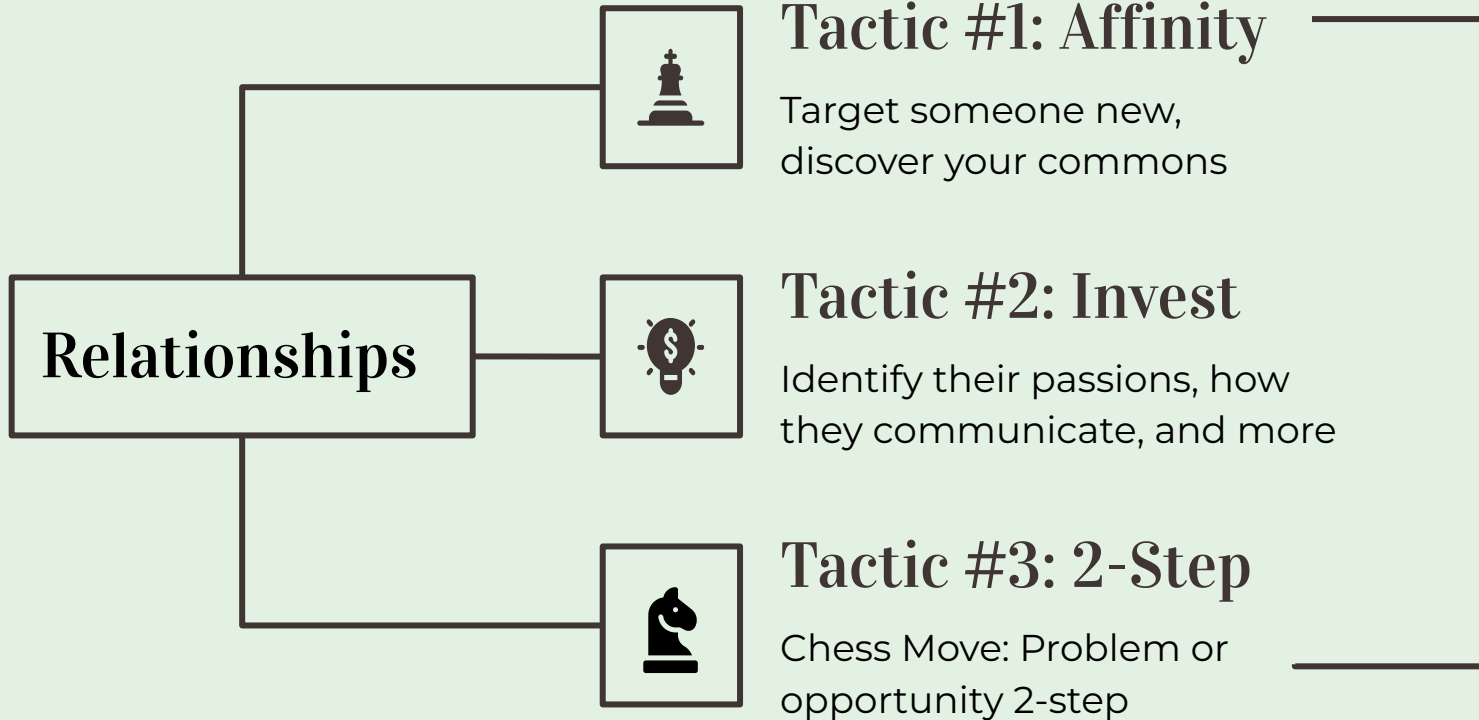
Relationships Tactic #3:



CHESS MOVE: If you have a problem or opportunity do the **2-step!** This is a secret weapon.

STW

Relationships Tactics



04

Respect!

“I speak to everyone in the same way,
whether he is the garbage man or the
president of the university.”

–Albert Einstein

Respect Tactic #1:

You're working with the **most important person** in the room, **building trust** and growing a reputation.

Respect Tactic #2:

TELL'em what's happening.
Communication is an often forgotten **weapon**. Be timely, consistent, **even with bad news**.

Respect Tactic #3:



CHESS MOVE: +/- Help.
Mentor or be the **mentee**,
both are **powerful** moves.

STW

Respect Tactics



05

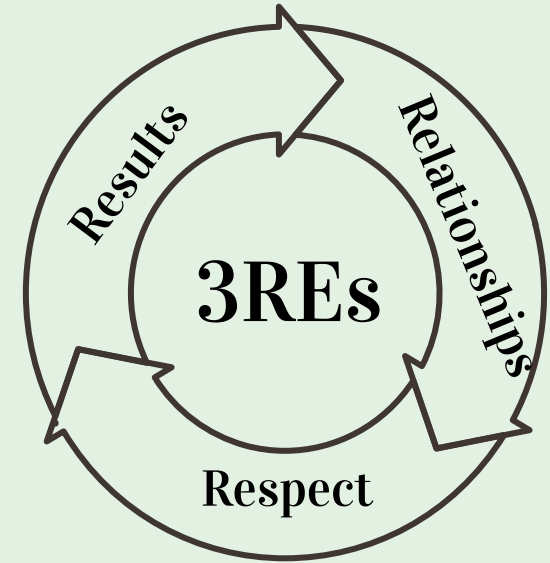
Conclusion!

“How you do anything is how you do
everything!”

–**T. Harv Eker**

TechEQ Personas

	A	B	C
Results	✓	✓	✓
Relationships	✗	✓	✓
Respect	✗	✗	✓
	Output Overlord	Speedy Schmoozer	Reliable Relations



TechEQ Chessboard

	Tactic #1	Tactic #2	Chess Move
Results	Deliver	Brand	Broker
Relationships	Affinity	Invest	2-Step
Respect	MIP	Tell'em	Help



“Play chess, not checkers.”


Thanks

Questions?

shannon.wilson@phoenix.edu

(602) 689-8718

Phoenix.edu

A handwritten signature in black ink that reads "Shannon T. Wilson". The signature is fluid and cursive, with a long horizontal stroke at the end.

©2024

CREDITS: This presentation template was created by **Slidesgo**, including icons by **Flaticon**, infographics & images by **Freepik**