

# Solving Your People Puzzles – The Model of Human Behavior

281-450-3721 • [pete@questld.com](mailto:pete@questld.com)

Gallup engagement studies show that when employees are engaged at work, they feel a connection with the company. They believe that the work they're doing is important and therefore work harder.

Through this interactive presentation you will gain the working insights to create and act upon a positive and productive culture.

## Participants will walk away with:

- Increase personal awareness and emotional intelligence
- Provide clarity of how to respond and relate to others
- Improves productive interactions and stronger relationships
- Build a brand of strengths while limiting struggles
- Increases communication and decreases conflict and stress



### A.G. "Pete" Hinojosa, CBPA

- Published Author
- Master Trainer DISC Model of Human Behavior
- Leadership Expert
- Entrepreneur

Pete's seminars and presentations consistently receive the highest marks. His background in teaching coins him as an "Edu-tainer".

Training will change your day.  
Leadership Development will change your life!

– A.G. "Pete" Hinojosa, CBPA

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# Building Trust with Influence

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Gallup engagement studies show that when employees are engaged at work, they feel a connection with the company. They believe that the work they’re doing is important and therefore work harder. Trust is a foundational principle that connects the culture of a company with the day to day climate. Through this interactive presentation you will gain the working insights to create and act upon a culture of trust.

All participants will receive a 24 page workbook and 12 page supplement for attending. (\$30 retail value)



## PARTICIPANTS WILL WALK AWAY WITH:

- How to gain the hearts not just the minds of people?
- How to build and maintain trust.
- Two key priorities when building trust.
- How to decrease conflict, while increasing communication and productivity.
- Learning three simple things to increase the total capacity and engagement of each of your people.

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# Navigating Through Times of Change

Date of Engagement • <https://zoominfo.com/join/123456789> •

Pete will guide us on our roles as leaders during times of change and uncertainty, key strategies and insights to take care of yourself and your people.

## Leadership Development Takeaways

- How focus impacts energy
- How to understand change & stress according to your unique style
- How your personality and those around you react under pressure
- How to take care of yourself and effectively lead others
- Reinforce our call as leaders to take care of our people

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### AWARDS

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- Six times nominated Teacher of the Year
- Three times recognized as an Outstanding Educator in the Nation
- Voted as the Funniest, Most Enthusiastic and Best Teacher at Kingwood High School
- Houston Chronicle – Motivation is His Thing



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# Bringing Your Strengths to the Table

Do you have a go to move? If a little of you is good, then shouldn't a lot of you be better? Throughout this interactive and insightful presentation, participants will learn how personal strengths they naturally bring to any environment can turn into their greatest source of struggles.

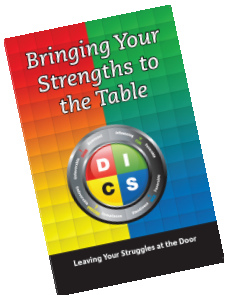
**In order to understand how your strengths turn into struggles; you need the answers to these questions:**

How do our expectations create conflict?

Where does communication break down?

Which fears energize the problem and how do we solve it?

## Leadership Development Takeaways



- How to increase productivity and decrease conflict
- Communication insights that create understanding and clarity
- A discovery of their top strengths they bring to any task or relationship.
- How those strengths can ultimately be seen as struggles by others.
- Four unique insights that elevate their strengths and limit their struggles.

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# Connecting the “WHY” – What Motivates and Inspires you and your people.

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One of the most asked questions from leaders is: “How do I motivate, and keep my people engaged?” Harvard Business research shows that if your job involves leading others, the implications are clear: “The most important thing you can do each day is to help your team members experience progress at meaningful work.”

You will gain the needed insights to identify your team’s internal drivers that create the highest level of motivation and engagement

## Participants will walk away with:

- How to understand what motivates people.
- How to differentiate yourself and your business.
- How to attract the people that will refer you business?
- How to stay motivated even when times are tough.
- How to leave a legacy.



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# Getting "FAST" Results for Your Life

Time of Engagement - Look for the Zoom Invitation

## LEADERSHIP DEVELOPMENT TAKEAWAYS

- **F**ocus: Three Peak Performance Insights
- **A**ttitude: Reframing your Perspective, TIE vs. PPP
- **S**elf-worth: How to take your results to the next level.
- **T**ime: The time is now. Making the next minute count.

Pete will guide us through a inspiring and powerful set of tools to help see how you can get "FAST" results. Through stories and powerful illustrations you will not want to miss this interactive and time appropriate development opportunity.



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# The “Three P’s to Getting Results”: Creating a Culture of Engagement

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Success and results are closely connected. Throughout this interactive presentation participants will explore three key areas that build on one another. The words we speak are the starting point of the programs we run. The programs we run are amplified by our personality perspective. Laugh and learn and walk away inspired to put into action the, “The Three P’s!”

## The Three P’s to Getting Results include:

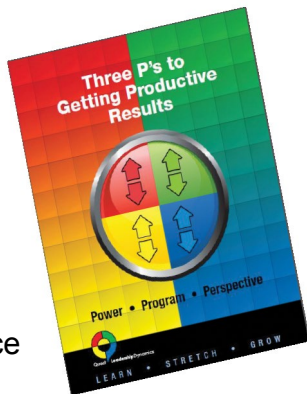
The **P**ower of Your Words

The **P**rograms You Run

The **P**erspective You Have

## Participants will walk away with:

- A simple phrase that can start your day to success
- Communication insights that create brand influence
- How to concentrate on the programs that creates results
- How your personality can either impact positively or negatively your results
- A workbook and supplement to take with you and apply



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# Selling with Influence

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People do business with those they know, like, and trust. Utilizing the DISC Model of Human Behavior join us to learn how to build rapport and connect with the different DISC styles.

You will gain valuable insights on how to recognize the different patterns of people you sell to while addressing their key needs. Each participant will walk away with a raised awareness on how to “Sell with Influence!”

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## PARTICIPANTS WILL WALK AWAY WITH:

- Increased awareness of their personal DISC style and adapt to the different clients and prospects DISC style.
- Key phrases that immediately build understanding and connection to increase your chance for sales success with the different DISC styles.
- The ability to recognize and relate to the CEO, CFO and COO and increase your chance for closing the sale.
- Encouraging and Discouraging words to utilize and never use again when communicating with the different DISC styles. (You will be able to adapt and adjust your voice mails and emails to best connect with your clients.)

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