

Communicating With *Style*

Whether communicating digitally or in-person, it helps to understand different communication styles. This can lead to even better conversations and help avoid misunderstandings.

What Communication Style Are You?

1 Aesthetic:

"It's not what you said, it's how you said it."

If You're Aesthetic:

- You look for the meaning behind what's said.
- You enjoy verbal messages of appreciation.
- You prefer memorable or good experiences.

When Talking to an Aesthetic Person:

- ✓ Give affirmations.
- ✓ Use encouraging language.
- ✓ Be aware of vocal tone, inflection and nonverbal cues.

2 Pragmatic:

"Here's the bottom line."

If You're Pragmatic:

- You are motivated by practical, tangible things. "How much will this project cost?"
- You focus on the words people say, rather than the intent.
- You take criticism well.

When Talking to a Pragmatic Person:

- ✓ Focus on the bottom line.
- ✓ Keep messages short.
- ✓ Be direct.

How To Manage Your Style:

- ✓ Set clear goals with tangible results.
- ✓ Celebrate getting results.
- ✓ Reward yourself for leading effective conversations.

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PRO TIP



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What's Your Working Style?

Learn to leverage your work style for more productive results when you're working, volunteering or just interacting with friends and family!

Which Work Style Do You Have?

1 Motivator:

You influence those around you to get the job done in the way you think is best.

Benefits:

- Very hands-on worker.
- Able to inspire and influence others.
- Designs "win-win" situations.

Maximize Your Style

- ✓ Strategize on how to work smarter instead of harder.
- ✓ Be aware of what actually motivates others, and focus on those areas.
- ✓ Pause for an honest check-in with colleagues when you recognize signs of discomfort or hesitation.

2 Facilitator:

You nurture and manage your surroundings to help others arrive at the solution you think is best.

Benefits:

- Works hard and smart.
- Helps others make their own decision and feel "heard."
- Creates an environment that fulfills their desired agenda.

Maximize Your Style:

- ✓ Create environments for productivity and growth.
- ✓ Implement structures to keep you moving forward.
- ✓ Recognize when an action is needed to get a job done.

PRO TIP

Start to notice the work and communication styles of your friends, family and colleagues, so you can understand their needs and work together toward a more productive end result!

SOURCE: Buffini & Company Heritage Profile

MOLD REMEDIATOR SPOTLIGHT



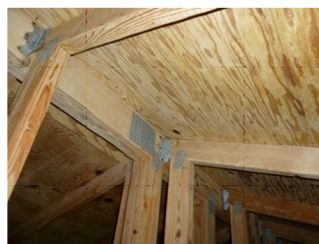
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~ Rick McDowell



Before



After!

- Free Onsite Mold Assessments
- Identification of Visual Mold
- Investigation of Cause
- Individualized Remediation Plan
- Attic Ventilation Corrections
- Complete Estimate to Remove Mold
- Estimate to Fix Cause to Prevent Return
- Provides Before and After Photos
- Now Offering: Asbestos Surveying & Abatement

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