



Unlocking Your **YOU** Factor *With Regina Bryan*

- Doors in life/ **how did I get here moments**
 - **3 Questions:**
 - *How will you show up to meet it?*
 - *Who will you be as you walk through it?*
 - *Who might you become on the other side?*

- **Emotional Intelligence**- the practice of recognizing and understanding your emotions, the emotions of others and using that awareness to effectively manage your behavior and your relationships.

- **YOU are Your Greatest Competitive Advantage**

- In any given situation you will have an emotional reaction before having a single rational thought

- At all times our emotions are either working **FOR** or **AGAINST** you.

- **Emotional Economy:**
 - You have the ability to influence my moods, feelings and emotions and I have the ability to influence yours.

- Emotions are highly contagious
- “the effect you have on others is the most valuable currency there is” ~ Jim Carrey

➤ **3 Doors to activate your YOU factor”**

- The door of Self-Awareness
- The door of Relational Awareness
- The door of Impact & Influence

➤ **The Door of Self-Awareness:**

- DISC- model of human behavior / 4 personality styles
D: Direct, Determined, Results-Driven, & Decisive
I: Optimistic, Inspiring, Enthusiastic, & Persuasive
S: Patient, Helpful, Caring & Cooperative
C: Precise, Analytical, Organized, & Detailed Oriented

➤ **The Door of Relational Awareness:**

- *“If you can make someone, feel good about themselves, they will love you for it. ~Steve Wynn*

➤ **The Door of Impact & Influence:**

- *What do people get when they get you?*
- *Who in your life today needs you to open a door for them?*
- *If one invitation could change someone’s destiny- what invitation do you need to extend this week?”*