

- 1) Was this workshop what you expected?
 - Lots of Yes
 - Better than expected, lots of good audience interaction
 - Wasn't sure what to expect
 - Yes, it left me with more questions and a desire to hear more
 - Exceeded my expectations
- 2) Can you immediately apply what you have learned in your work life?
 - Yes, when preparing proposals
- 3) What was the greatest take away from the workshop?
 - Need to listen more
 - How to focus on your customer
 - Step out of your comfort zone
 - Self-awareness is key to success with other people/relationships
 - Figuring out personal strengths and weaknesses
 - Knowing myself first and how to present to potential customers
 - The DISC personalities and how to relate to different types
 - After 35 years in business can always learn something new. Good ideas as well
 - Personalities
 - Learned more of my personality and how to get out there the proper way with clients
 - The 80/20 rule
 - Emphasis on keys to building successful biz relationships
 - Understanding co workers communication style
 - Overcoming shyness, reading your audience
 - Common sense approach
 - How to pitch, how to extract yourself
 - How to navigate a conversation
- 4) Do you have any suggestions to improve these types of workshop?
 - Be more interactive
 - More time
 - Room layout was too cramped
 - More information about attendees → break into groups
 - Perhaps include the title something about how to engage with other people or something along those lines
 - Sell DVD's or video the presentation
 - Role playing with participants
 - A great topic for more than one hour
 - Suggest reading list
 - Don't let D types control presentation
 - More room between seating
 - Offer Q/A at the beginning to see what class needs are
 - Scenario in front of people