

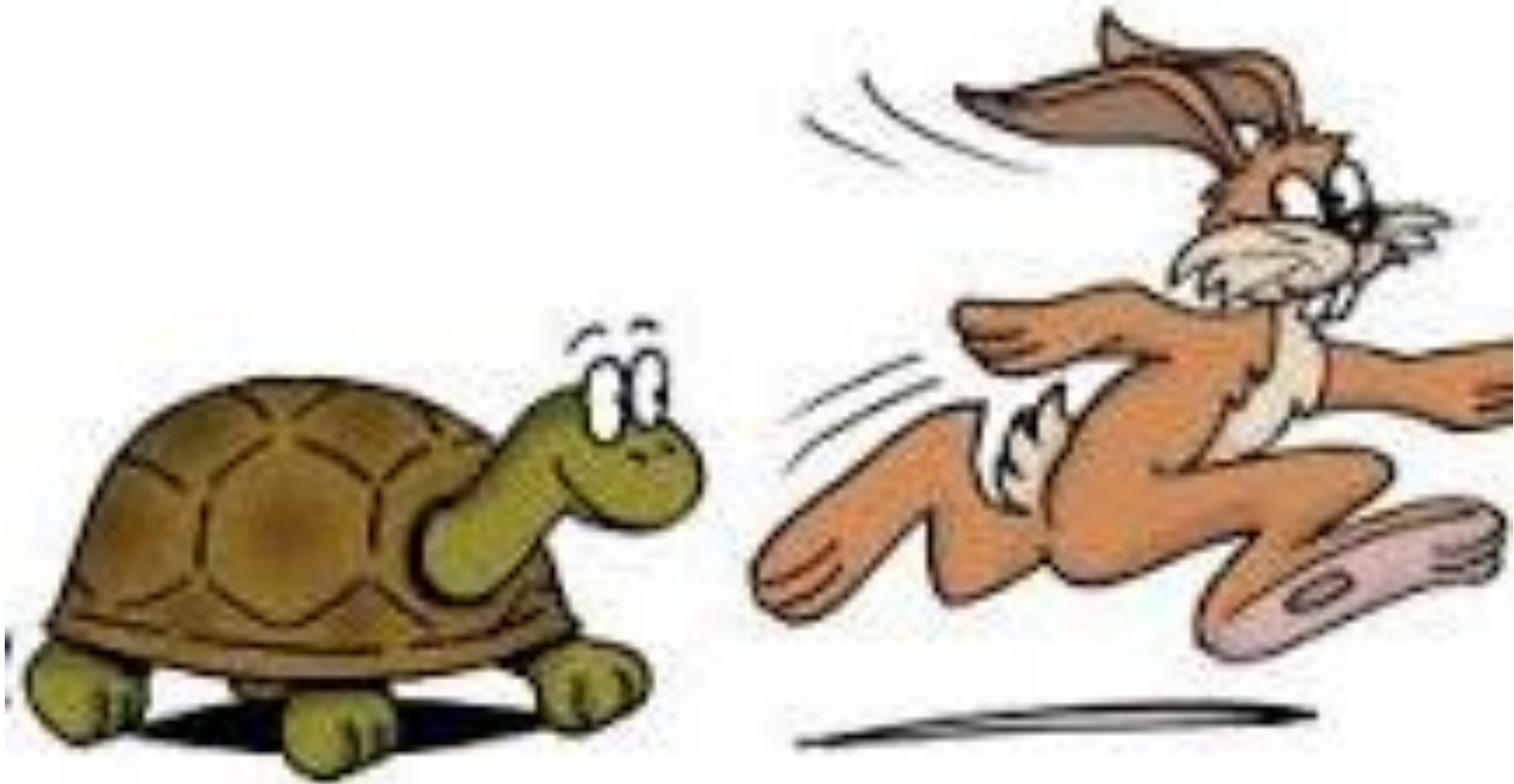
# **RADICAL FEEDBACK**

**PRESENTED BY BILL NYE**

**BILL NYE TRAINING**

**[WWW.BILLNYEAPARTMENTGUY.COM](http://WWW.BILLNYEAPARTMENTGUY.COM)**

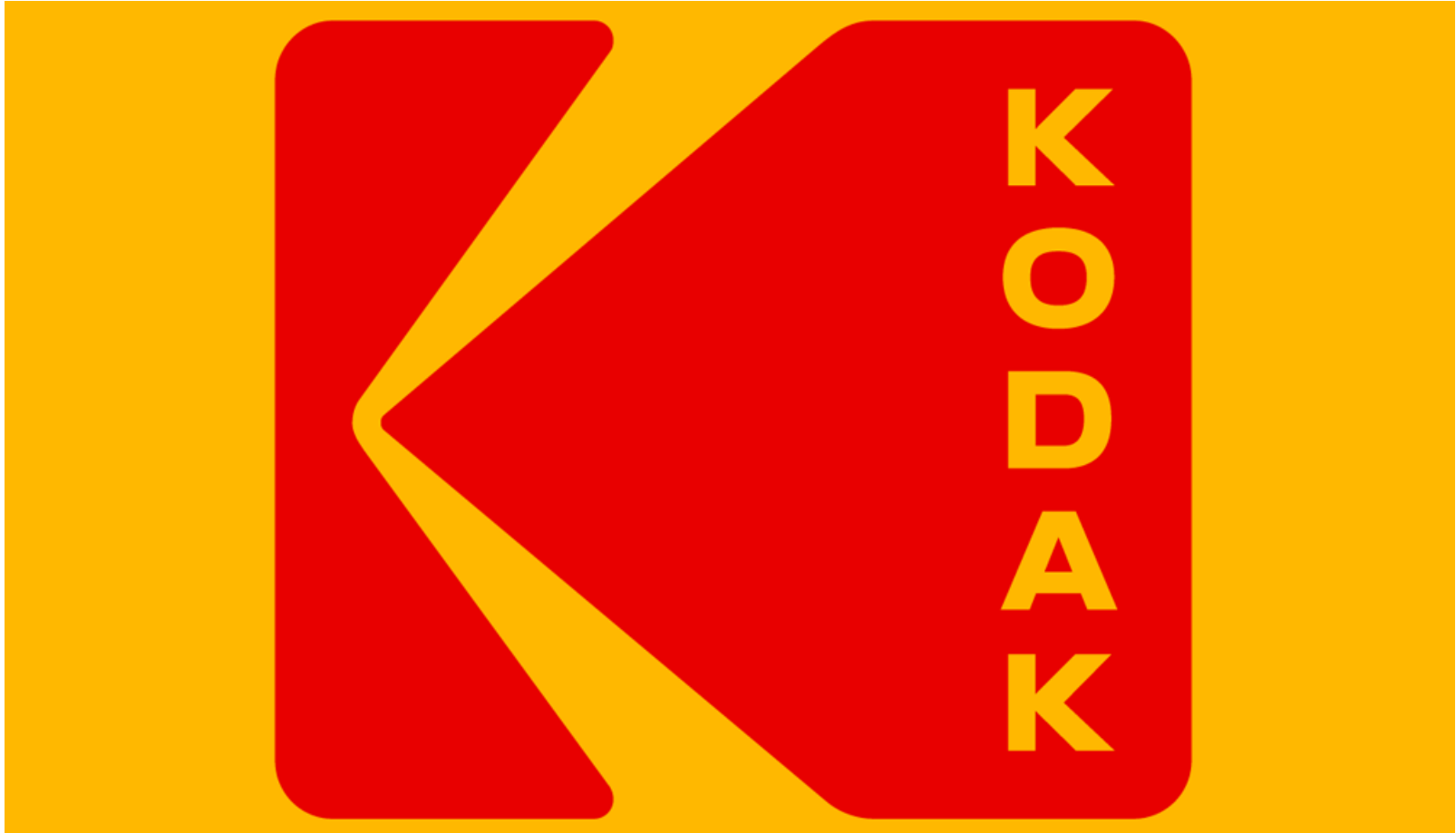
# THE PACE OF YOUR BUSINESS



# **NOT YOUR GRANDFATHER'S BUSINESS**



**THIS IS WHAT CAN  
HAPPEN**



# YOUR OBLIGATION

You owe your team the TRUTH.



# 1. THE CLOCK IS TICKING





## 2. LAND THE PLANE



### **3. MAKE THEM THINK**

**Ask questions that stimulate a conversation.**

- 1. Was that the desired outcome?**
- 2. What is the desired outcome?**
- 3. What can you do differently?**



## **4. DON'T SUGAR COAT THE MESSAGE**



## 5. DESCRIBE THE VALUE




## 6. SHOW YOUR COMMITMENT



## 7. SET QUICK GOALS

# Setting Goals



A hand holding a blue marker, ready to write on a list of three horizontal lines. The lines are numbered 1, 2, and 3 on the left side.

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_

# **GOALS**

**Some things they can do right now to help them be successful:**

- 1. I will write this up right now.**
- 2. I will share this with the team today before I go home.**
- 3. I will reach out to the prospect now.**



## 8. DON'T ASSUME THAT THEY KNOW



## 9. CREATE A SENSE OF OPTIMISM





# 10. BE GENUINE IN YOUR CONCERN

**How Nice Of You**  
to introduce me to your second  
face after I decided to trust you.

max@m95tju = tumblr

# 11. IT'S NO ONES BUSINESS



## 12. DON'T BE A DEFIBRILLATOR



# **RECAP**

- 1. Don't wait**
- 2. Don't be apologetic**
- 3. Ask questions**
- 4. Don't water down the message**

# **RECAP**

- 5. Show the value of doing it right**
- 6. Set quick goals**
- 7. Show that you are committed to their success**
- 8. Create a culture of accountability**

# **RECAP**

**9. Don't beat them up**

**10. Be genuine**

**11. Respect confidentiality**

**12. Don't be a defibrillator**

# THANK YOU UTAH!

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Available on Amazon

