



Paid to THINK[®]
 A leader's toolkit for redefining your future



I SEE THIS... I CHOOSE THIS... BECAUSE

I see this...

Acknowledge what is happening.
 Frame what you've heard.
 Give specifics to show you're listening.
 Outline the message.
 Rephrase what you understand.
 Draw a picture to illustrate the situation.
 Supply a model to give perspective.

What you offer should be a way to acknowledge what's happening in your own way.

I choose this...

Give your take on what you've decided.
 Supply an alternative solution.
 Give clarity to options.
 Define the new direction.

The phrase, "I chose this.." is your way of letting other understand you've made your decision which is in an alternative direction.

Because...

Give the background or information necessary for the individual or group to know so that you can move forward.

This is a big sale.

You must create a package around your new decision. One that ties together all the loose ends.

This must be well thought out...All CST Model.

Warning: Do not deviate to, "I see this, BUT..." Big difference. This is negative! Try saying this out loud.

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