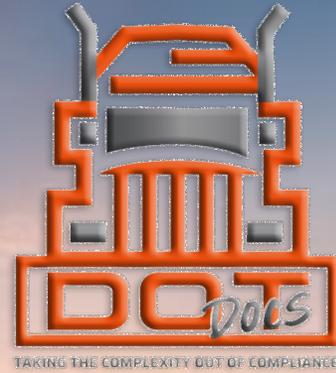


7 Secrets of Influencing Others



What is Eclipse DOT?

We allow companies to be
100%
compliant with federal
regulations

So they can focus on building their
business and sleep better knowing that
they have compliance under control.



I grew up in southwestern Colorado on a farm. While I was in high school, I obtained my **EMT certificate** and started working for a local fire department. Before I left the department, I was a certified fire engineer, and captain.

Then I started working for Coca-Cola where I gained valuable insight into every aspect of last mile delivery. Later, I went to work for a feed mill as their manager. Using the experience and knowledge I gained, I was able to guide the company to a **0 violations year for roadside inspections!**

I later worked in the construction industry and eventually moved up to being part of the **Management team for the LARGEST non-union contractor in the United States.**

- 15 years industry experience
- Currently working with Large contractors Nation Wide
- AAMVA Certified CDL teste for 8 + years
- CVSA Member hold voting rights on Committees

- Operated heavy equipment and trucks for 10 years
- Married & 4 kids
- Live on my family's homestead (1902) south of Hesperus
- Colorado State Grange Youth and Junior Director

Overview

1

Make Them Like You

2

Win Them To Your Way
Of Thinking

3

Be A Leader



Powered by



FIXING THE COMPLEXITY OF CONSTRUCTION



Powered by



Make Them Like You

- ✓ Smile
- ✓ Get Genuinely Interested
In Them
- ✓ Be A Good Listener

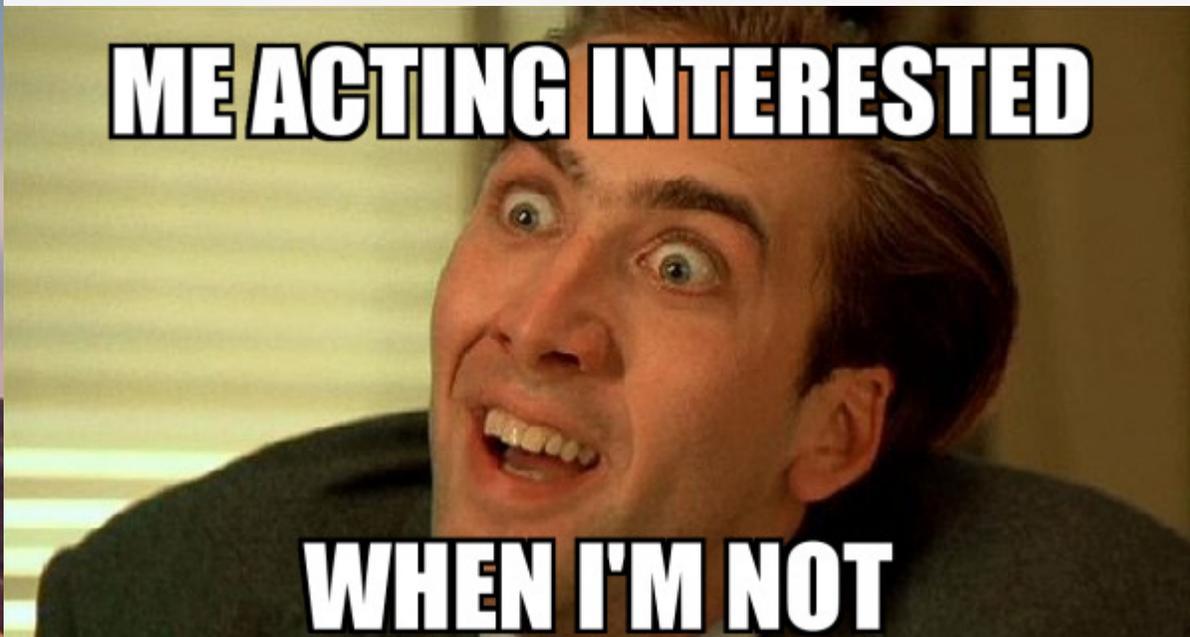
When someone says you should smile MORE often

Smile



Powered by





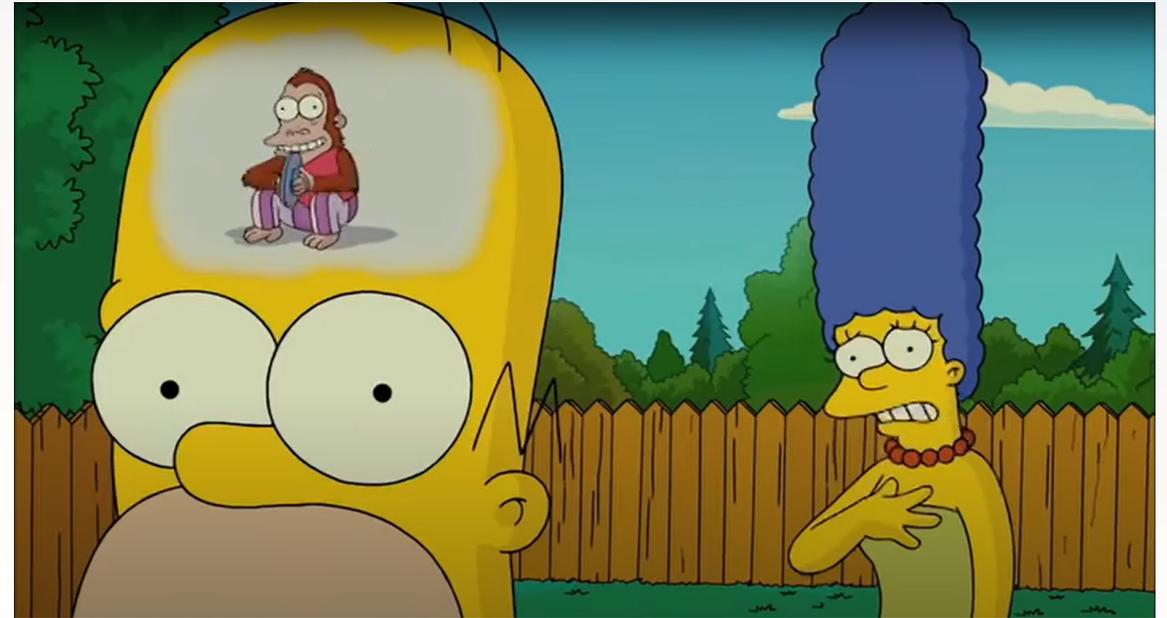
Get
Genuinely
Interested In
Them



Powered by



Be A Good Listener



Powered by





Powered by



Win Them To
Your Way Of
Thinking

- ✓ Get Them To Say “Yes”
- ✓ Let The Other Person
Feel That the Idea Was
Thiers

Get Them To Say "Yes"



Powered by



Let The **Other Person** Feel That
the Idea Was **Theirs**



Powered by





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Be A Leader

- ✓ Praise In Public Correct In Private
- ✓ Use Encouragement & Make The Problem Seem Easy To Correct.

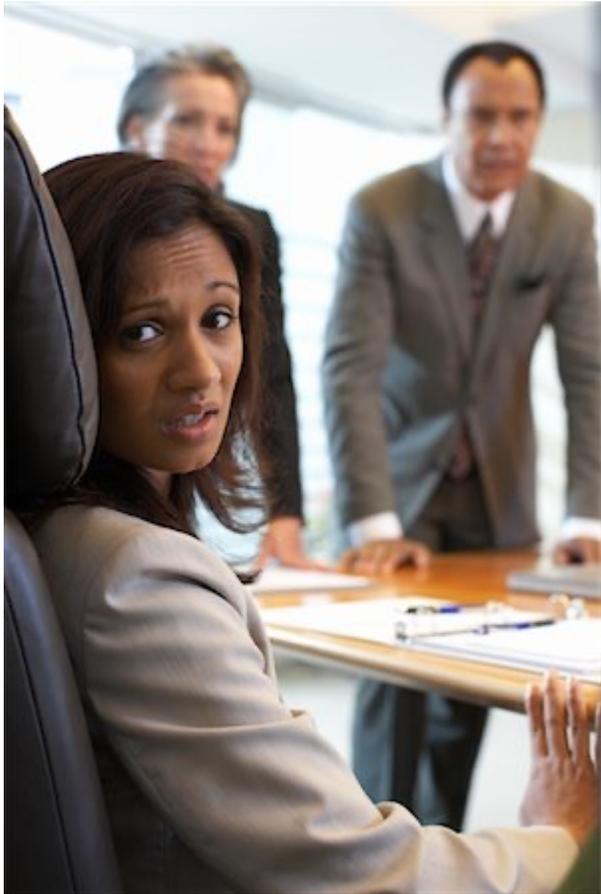
Praise in Public



Powered by



Correct In Private



Use
Encouragement &
Make The Problem
Seem **Easy** To
Correct.



7 Secrets of Influencing Others

Smile

Get **Genuinely** Interested In Them

Be A **Good** Listener

Get Them To Say "Yes"

Let The **Other Person** Feel That the **Idea Was Thiers**

Praise in Public Correct In **Private**

Use **Encouragement** & Make The Problem Seem **Easy** To Correct.



You Don't **Need To**
Be **Perfect**



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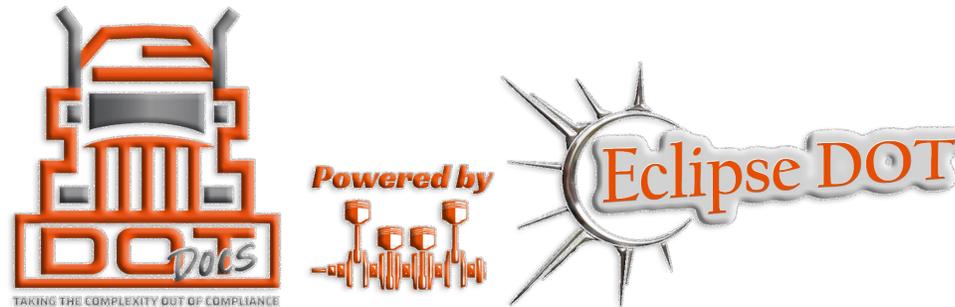
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Questions?

We're ready to
answer!

THANK YOU FOR ATTENDING



970-749-9449

dan@eclipse-dot.com

www.Eclipse-DOT.com

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