

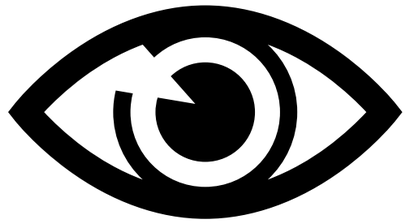
pitch to win

PEAK PERFORMANCE



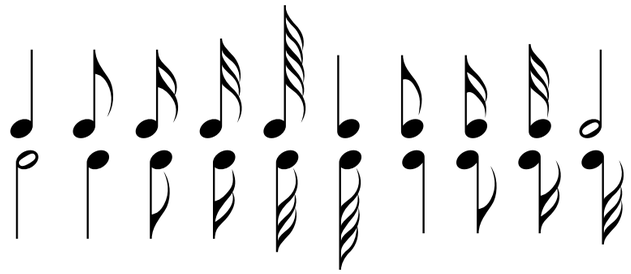
From the moment you first meet someone your awareness of the following key principles will improve your chances of success in whatever you are trying to achieve.





Being open means clearing your mind and being prepared for any possibilities When you are open you don’t rule out any opportunities in the search for the best outcome.

in tune



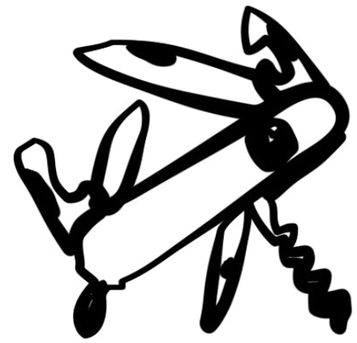
You are seeking to be in tune with someone, to get on their wavelength, tune out the static, to clearly understand. You tune in to the situation they find themselves in.





By listening, understanding and responding, you will be demonstrating your knowledge, experience and your ability to help people achieve what they want.





If you are open you can be in tune. If you are in tune you are letting someone guide you through your own knowledge and experience. Resourcefulness is using the circumstances of each situation to tap into your skills, knowledge and experience. Your expertise will help you see through distractions and evaluate which pathways are in someone's best interests so you can present them ranked in order of genuine benefit.

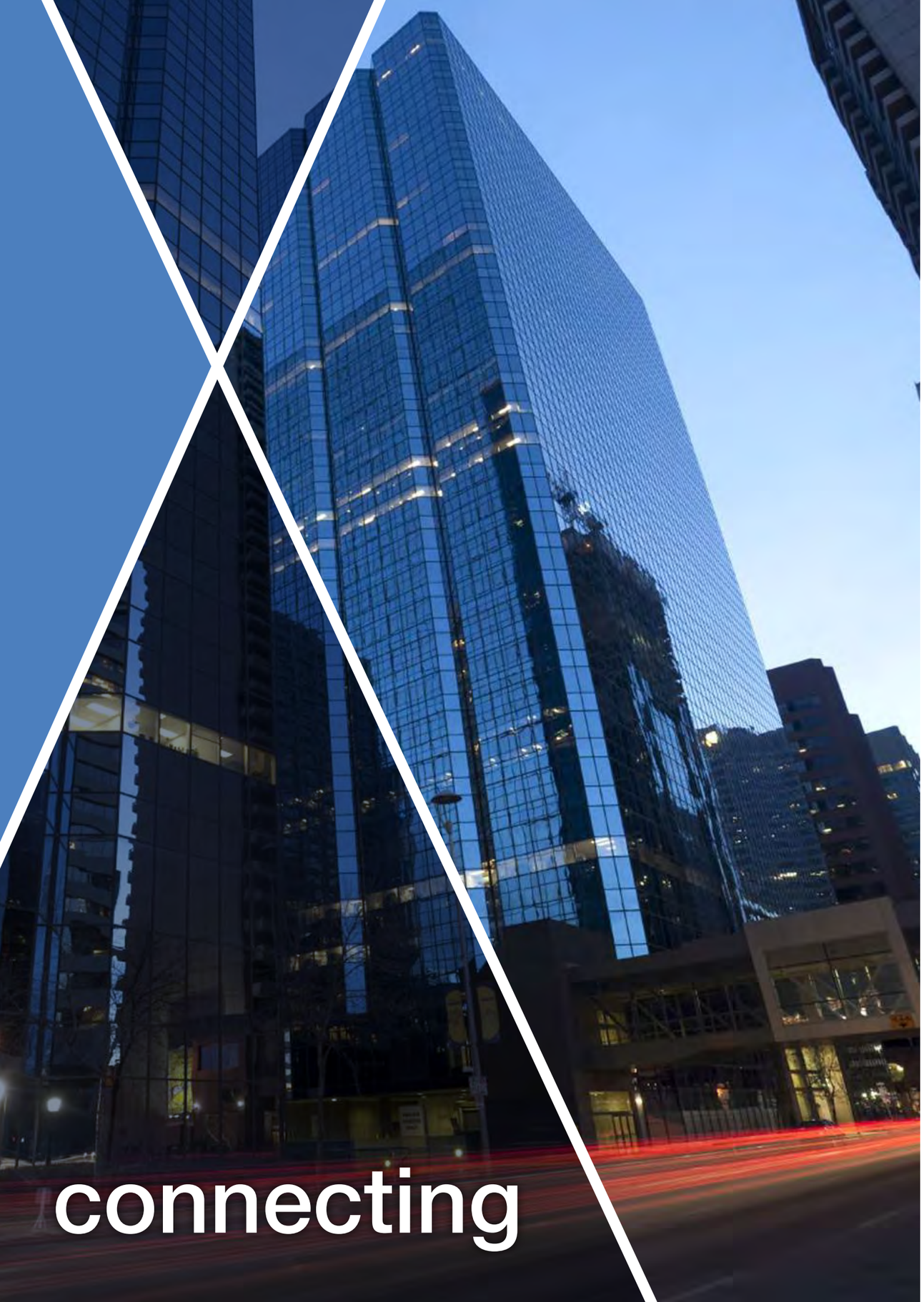


open
in tune
resourceful

Exceptional performance occurs when you are open to possibilities, in tune with the situation, at your most resourceful and sharing your understanding. It takes effort to sharpen these abilities and practice to combine them.



When you share your knowledge, understandings and insights, you identify common ground, diagnose the issues and formulate the right solutions to get the desired outcomes.



By connecting and developing positive, lasting relationships you will naturally present the options that give someone the best chance of success. If they choose these options, they will choose you. They will feel positive about committing to a relationship with you. You are giving peace of mind.





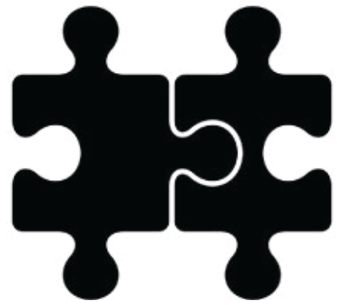
The right answers in each situation are not necessarily the ones you knew before you started. They are a result of collaboration. You work together through a process of listening, understanding, drawing on your knowledge and resources, stripping away distractions until you arrive at the best solution which once identified, can appear so obvious, you wonder why you did not see it in the first place.

turning up



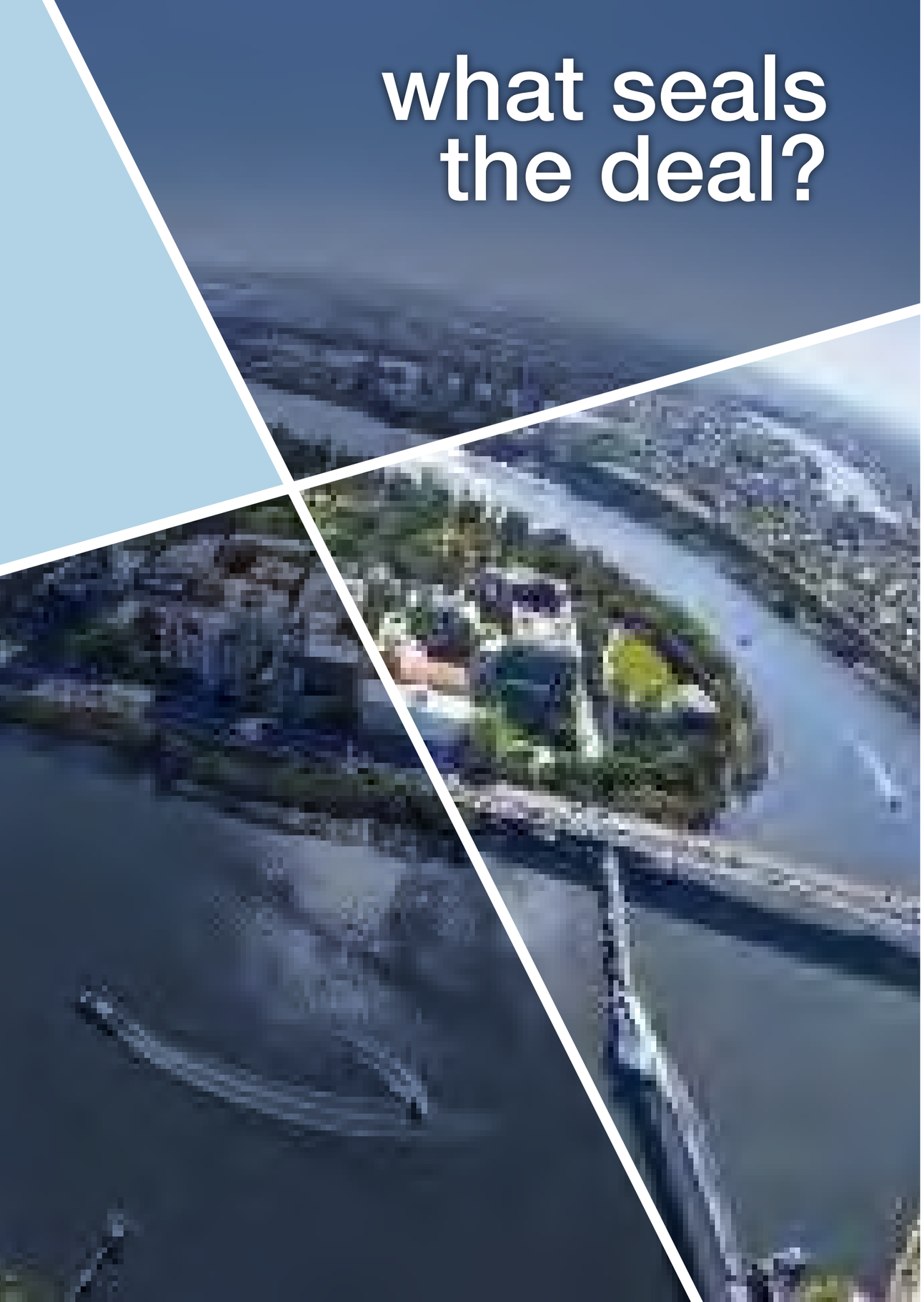
Another way to explain open, in tune, resourceful and sharing is simply to be fully present. Good planning is half the challenge. The other half is turning up. Turning up is not just being there, it is being totally engaged.

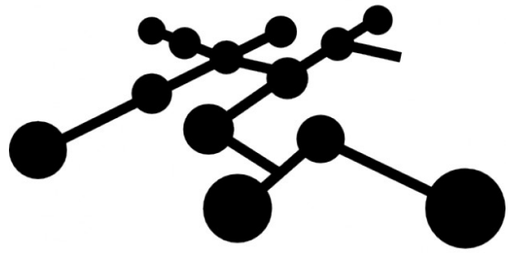




You will succeed if you demonstrate you have thought - and expressed your ideas - about what someone actually wants to achieve. People are not interested in hearing how good you think you are.

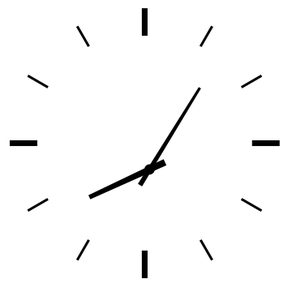
what seals the deal?





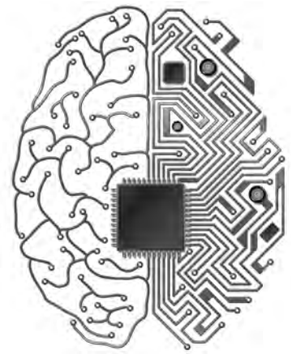
Demonstrate you know and understand the person you are with, their circumstances and their aspirations better than anyone else. This is the basic groundwork. But what seals the deal? It is always something you create together. You both come to realise what is the right thing to do and that you have the ability to make it happen.





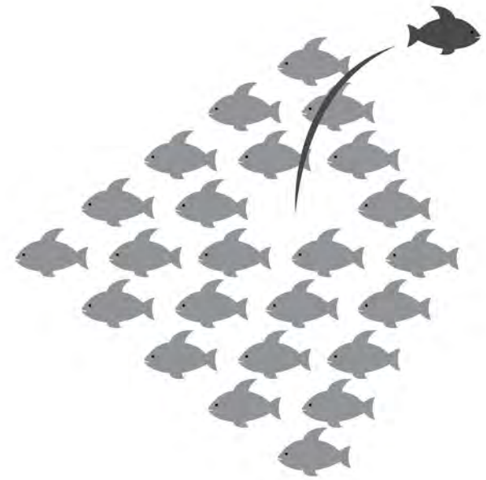
Opportunities are unpredictable, arriving with or without notice. With practice, your approach becomes instinctive, like muscle memory. For this to be possible it must be simple, concise and completely true. You know it is embedded when someone says of you that you are open, in tune, resourceful and sharing.

psychology



How does this approach fit with psychology, the theory that everyone is motivated by the need to be safe, to belong or to be admired. People actually want peace of mind. They want to sleep well at night. They want to choose you because they know it is you they can rely on to help them implement the right decisions.

confidence



Confidence is not a quality, it is a rational assessment of your abilities. Being positive and self-assured are not natural emotions, they are conscious intentions.



engaging



You can’t get there on your own. Engaging is a two way street. It is a collaboration, with full participation, by both you and the person you are with. You find the solutions together by being fully present and exhausting all avenues.

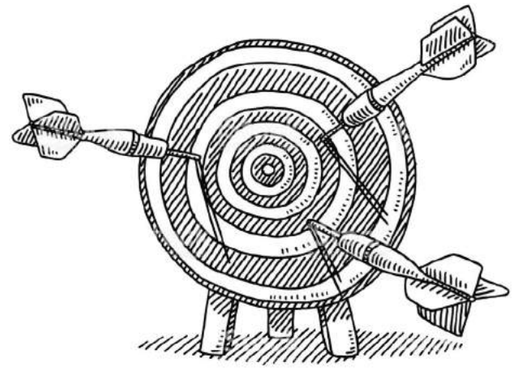
experience





When you start a new challenge you may doubt your ability or feel you lack experience. How can you draw on experience if you don’t have it yet? The fact is you don’t need a stellar track record to help someone. All you need is to be open, in tune, resourceful, sharing and engaging.

failing builds resilience



Failing is fleeting. Not getting what you want builds your resilience. If you experience failure, it can be useful to debrief and ask yourself how you could have been more open? Were you really in tune? Did you completely share your understanding or did you hold something back? Did you seek out the resources you need? Did you have a truly engaging collaboration to arrive at the outcome? If this process does not show you the path to success, it will at least help you understand how you can improve.





Outstanding individuals will have already found a process which represents for them the most durable and reliable way of getting outstanding results. They may not use these words or consciously be aware they are following a way of doing things, but they are not cruising on auto-pilot either. When they engage, they are fully present and collaborative.

what will you gain?





By following these principles you will gain the ability to understand, better than anyone else, someone's circumstances, aspirations, needs and opportunities. You know what they want to achieve. Your role is to get the best possible outcome. It may not match their highest hopes, but you will leave no doubt it is the best that can be achieved.



You naturally help people have what they want sooner, easier or better than before they met you. People have the peace of mind knowing that you understand what they want and can deliver it.


savills