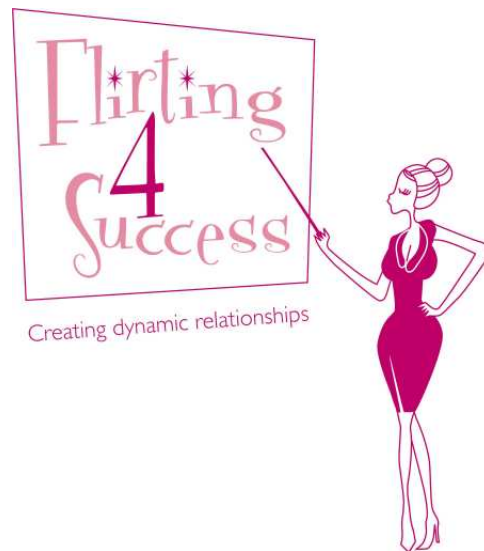


## Flirting4Success

### Creating Dynamic Relationships

Mel Harris of The Training Tree



Each day in your life you interact with other people from friends to loved ones, from strangers to business colleagues. Some of these relationships we take for granted and some of them we prepare for in trepidation and some of them with anticipation.

How amazing would it be if you interacted fully with those you take for granted and instead enriched your life and theirs? How amazing would it be if you didn't have to feel fear or anxiety for those meetings that you prepare for?

What if you knew that every time you met someone, you *naturally* engaged with them, leaving a lasting positive impression that left you and them feeling special?

The art of flirting is all about making others feel good and to do that you have to feel good too. Flirting is not just about sex, it's about relationships full stop!

Mel Harris will introduce you to:

- A definition of Flirting
- How to Create Dynamic Relationships
- The Flirting Tool Kit
  - Creating the right state of mind
  - Developing awareness of your communication style
  - Understanding other people's communication styles
  - How effective is your EQ?
  - Building Rapport
  - How to get the conversation started
- What to watch out for. . .

Mel is Director of the The Training Tree and Deputy National President of JCI Scotland (The Junior Chamber of Commerce - Worldwide Federation of Young Leaders and Entrepreneurs). As president of JCI Edinburgh, in one year Mel brought in £40,000 of sponsorship for her local chamber and increased their membership and profile in the local business community leading them to their second and third consecutive win as Best Local Chamber in the World. When asked how, she replied: "With a hell of a lot of flirting. It's about building relationships. People engage with people not products and services, therefore, to be interesting to others you have to be interested in them. That is the art of flirting."

Mel recently set up The Training Tree as a vehicle to engage some of the best trainers and training organisations with businesses in an effective and easy manner unleashing the ultimate potential of individuals and businesses.