



Skill
With
People

Revised Edition 2010

Les Giblin



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For more information and to download the mobile application go to:
<http://www.skillwithpeople.com>

For larger orders email:
bulksales@skillwithpeople.com

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Introducing the *Skill With People* Mobile Application



Do you have skill with people? Put Les Giblin's classic guide to career success, a better social life and improved family life at your fingertips.

This how-to guide gives you quick access to common sense tips and techniques that will help you meet new people, close the deal, or dazzle the crowd.

Answer 10 questions to find out if you are people smart. Then scroll through the skills that you need to build on. Have a specific challenge you need advice on? Go to Real Life Challenges to find out how to ace the job interview or make small talk at your cousin's wedding.

Make the most out of your personal connections as taught by the master of people and sales skills. Learn to communicate with impact; influence with certainty; and listen with sensitivity.

Available now for download



Welcome

Skill with people is the most rewarding of all human talents.

Your skill with people determines the quality of your business life, your family life and your social life.

The knowledge and techniques in this book will greatly increase your skill with people.

Do use them!

I am happy to be of help to you in this vital area.

Good luck.

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Human Insight #1

How We Learn (and buy)

83%	through SIGHT
11%	through HEARING
3.5%	through SMELL
1.5%	through TOUCH
1%	through TASTE

Human Insight #2

How We Retain Information

- 10% of what we READ
 - 20% of what we HEAR
 - 30% of what we SEE
 - 50% of what we SEE and HEAR
 - 70% of what we SAY AS WE TALK
 - 90% of what we SAY AS WE DO A THING
-

Human Insight #3

Methods of Instruction	Recall 3 HOURS Later	Recall DAYS Later
TELLING ALONE	70%	10%
SHOWING ALONE	72%	29%
Blend of TELLING & SHOWING	85%	65%
