Mary B. Lucas

The People Business

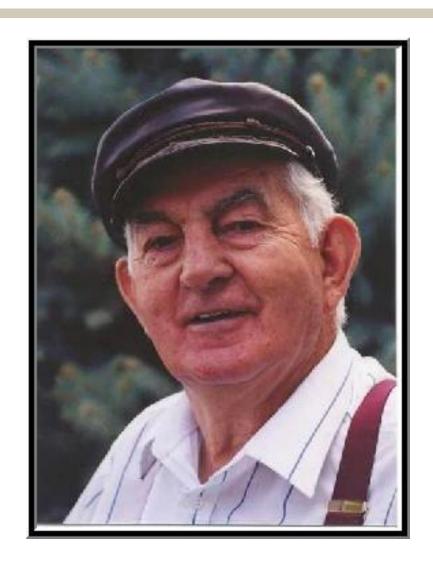
The Bichelmeyer Family



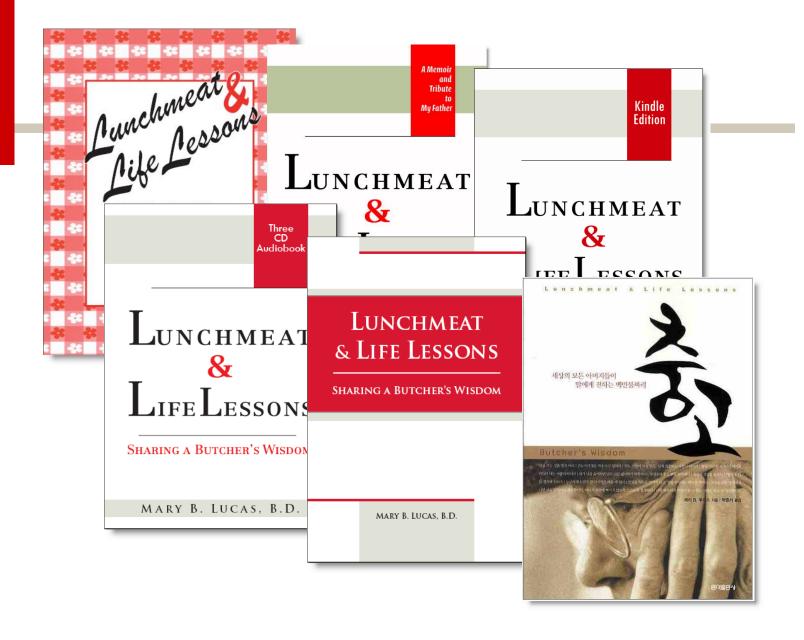
How to Succeed in the People Business?

Bring out the Best!

John Bichelmeyer 1916 - 2004



To Live in Hearts We Leave Behind Means Not to Die



How do YOU Bring Out the Best?

- Impressions You Make
- Accountability You Take
- Appreciation You Show

First Impressions

"The first hunk of meat you sell is yourself."

Positive Impressions

"Find the Like"

"If you don't like somebody, then they don't like you."

LISTEN to Learn What to Like!

Who is YOUR Lisa Gray?

Lasting Impressions

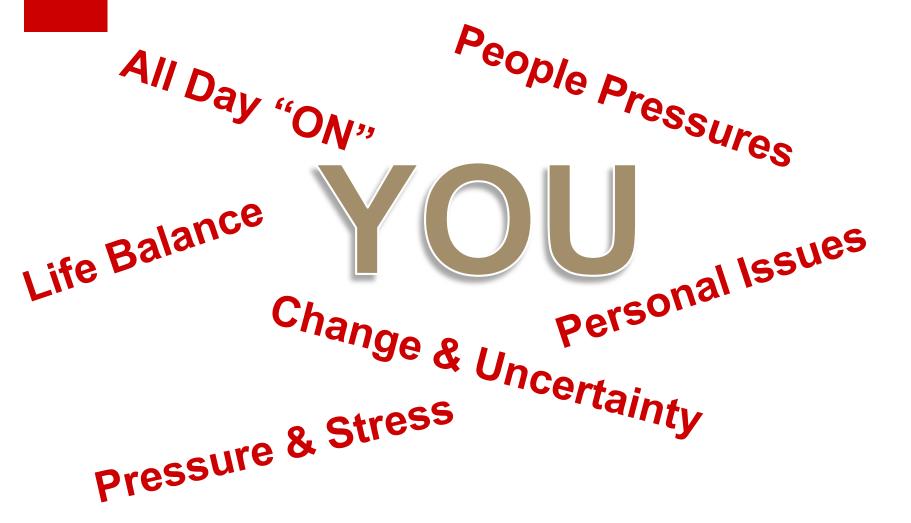
"Don't forget the Comeback Sauce!"

Comeback Sauce

- Recipe:
 - 1 Part Recognition
 - 1 Part Connection
 - Add a Dose of the Unexpected

What is YOUR recipe for Comeback Sauce?

Overwhelmed?



"The only way YOU can change how YOU view the world is to change how YOU view the world."

Accountability

"Get out your blinders & put them on!"



Admit Your Mistakes

"Raise your hand, put it down, & get back to playing the game."



Know When to Let it Go!

"Over the L"

"Don't take life so seriously, you are never going to get out of it alive anyway."

If you don't have a Happy Birthday it's your own damn fault!

Celebrate Every Chance You Get!

Nobody Makes You Happy but Yourself.

"Send yourself flowers"



Appreciation

Don't get all wrapped up in yourself because...

"When you are all wrapped up in yourself, you make a damn small package."

"Don't act like it's your due... take every chance to say THANK YOU!"



Remember...

Impressions You Make

- First
- Positive
- Lasting

Accountability You Take

- Blinders
- Admit Your Mistakes
- Let it Go!
- Celebrate Every Chance You Get!

Appreciation You Show

- Don't Get All Wrapped Up In Yourself...
- Take Every Chance You Get To Say THANK YOU!

Bring out the Best

- Impressions You Make
- Accountability You Take
- Appreciation You Show

Last Story

Inspire Yourself

Thank You!

"Don't forget the Comeback Sauce!"



Official BBQ Sauce of Bichelmeyer Meats

Keep in Touch!

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- "Join" The LinkedIn Groups:
 - Mary B. Lucas Author, Speaker, People Connector
- Follow the Blog:
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- Twitter:
 - @maryblucas
- American Heart Association Tribute Center:
 - www.HeartsWeLeaveBehind.com

Thank You!

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