



**Positively Actionable** <sup>2<sup>nd</sup> & 4<sup>th</sup> Thu</sup>  
**BUSINESS EDUCATION** <sup>9:30 - 11 am</sup>

**Motivational Listening**

Thu, Sept 28, 9:30 - 11am

Speaker:  
**D. Scott Smith**  
of D. Scott Smith Co.

info:BoostBizEd.com

venue Scott Weaver  
founder Dru Shockley

coordinator Dru Shockley  
promoter Scott Engler

coordinator Bret Carpenter




## Wednesday, September 28, 9:30 - 11am

The Business Enterprise Center, 460 SW Madison Avenue, Suite #1, Corvallis, OR

## Motivational Listening

Motivational Listening is a defined process with the goal of the speaker exiting the conversation feeling better about themselves than when they entered. The foundation of the the training is based in the physiology and psychology of relationships. Motivational Listening uses the skills learned in "active listening" and moves beyond those fundamentals to help the speaker re-discover the value they have to offer. Learning occurs in the Prefrontal Cortex - this is where we house short-term learning; as this learning becomes repeated and routine new neural pathways are formed in the Basal Ganglia. When this happens, we often forget how remarkable we are. Motivational Listening is perfect for business owners & managers to develop employees; employees improve customer relations; individuals build personal relationships; and, sale and general business relations will be improved. Join us for this is an interactive training!

Get empowered to take action:

- Motivate your employees
- Your employees motivate your customers
- Motivate yourself



Boost Biz Ed Corvallis meets on 2nd & 4th Thursdays.

At Boost Biz Ed actionable business educators share practical insights with an action-ready audience of business owners and professionals. Actionable education is information and insight that is immediately applicable for business improvement.

Our workshops are also captured via **Facebook Live** and shared via **YouTube**.