

Empathy & Connection Strategy

People will forget what you said. People will forget what you did. But People will never forget how you made them feel - Maya Angelou

Suggested Life Advice given by Katie Milgate -
Owner & Publisher of Real Producers of Columbus

Katie Milgate

OWNER & PUBLISHER
REAL PRODUCERS OF COLUMBUS

In My Previous Life.....

- Sales Manager - Search2Close Title
- Loan Officer Assistant
- Property Manager
- Leasing Agent
- Restaurant Manager
- Receptionist
- Retail

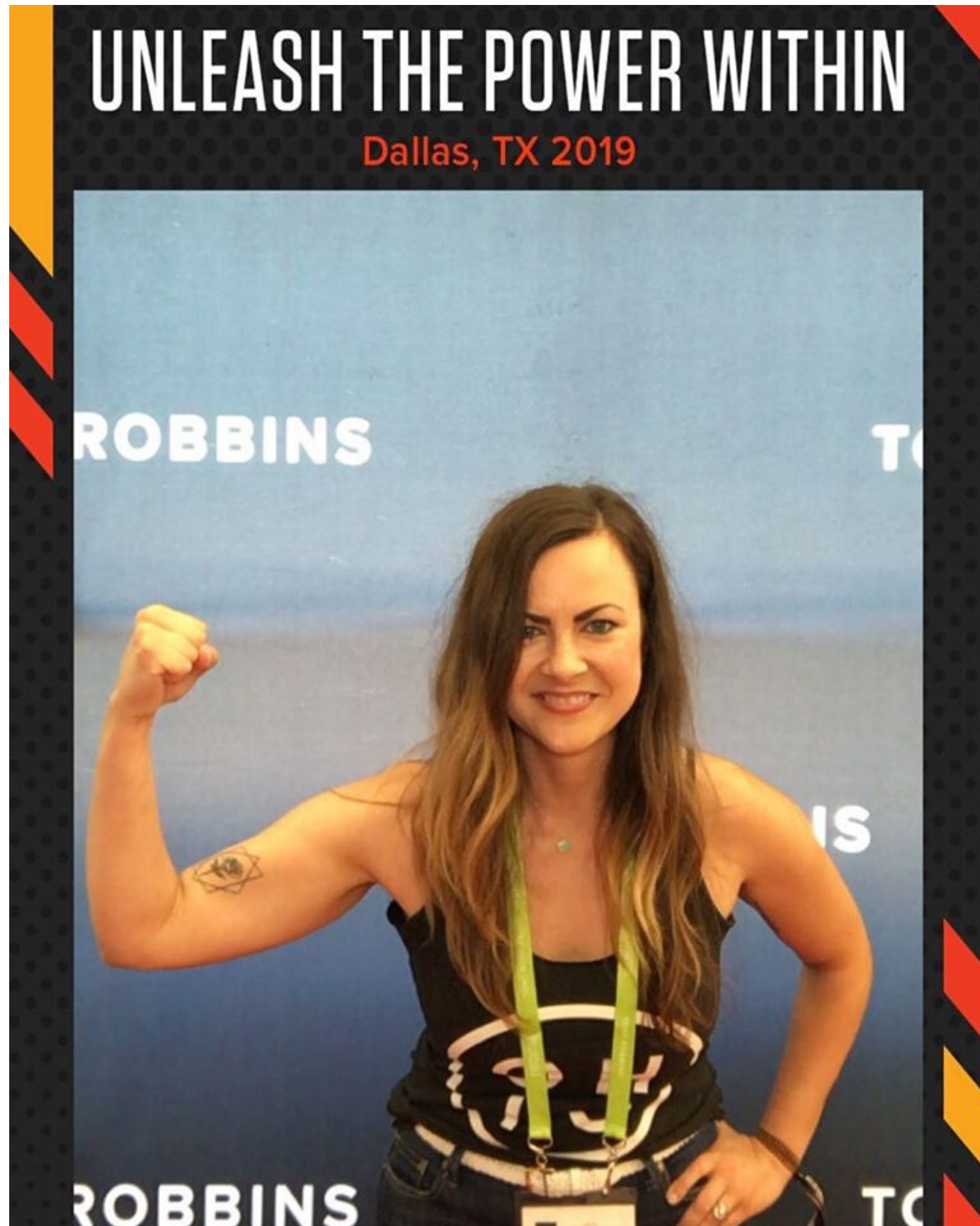


My Goal for this Session

THAT YOU REMEMBER IT....

AND that you walk away with tangible steps that you can take and apply to your everyday interactions with clients and others in your life.

2 APPLICATIONS - CLIENTS & PERSONAL



**TONY ROBBINS
UPW
CONFERENCE
"UNLEASH THE
POWER WITHIN"**



unrealistic

6 Basic Human Needs – Universal

The Six Human Needs are not desires. They are psychological NEEDS that we consistently work on satisfying on both a conscious and unconscious level of awareness.



CERTAINTY / COMFORT

It's our need to feel in control and to know what's coming next so we can feel secure. It's the need for basic comfort, the need to avoid pain and stress, and also to create pleasure. Our need for certainty is a survival mechanism. It affects how much risk we're willing to take in life—in our jobs, in our investments, and in our relationships. The higher the need for certainty, the less risk you'll be willing to take or emotionally bear. By the way, this is where your real “risk tolerance” comes from.

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UNCERTAINTY / VARIETY

Do you like surprises? If you answered “yes,” you’re kidding yourself! You like the surprises you want. The ones you don’t want, you call problems! But you still need them to put some muscle in your life. You can’t grow muscle—or character—unless you have something to push back against.

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SIGNIFICANCE

You can get it by earning what you view to be a lot of money, or collecting academic degrees—distinguishing yourself with a Masters or a PhD. You can build a giant Social Media following. You can become a Manager or Leader and help others to feel significant. Some do it by getting tattoos and piercings to stand out. Someone who has always done that thing bigger and better than you, is a person who values Significance.

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LOVE & CONNECTION

Love is the oxygen of life; it's what we all want and need most. When we love completely we feel alive, but when we lose love, the pain is so great that most people settle on connection, the crumbs of love. You can get that sense of connection or love through intimacy, or friendship, or prayer, or walking in nature. If nothing else works, you can get a dog or cat!

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The Six Human Needs are not desires. They are psychological NEEDS that we consistently work on satisfying on both a conscious and unconscious level of awareness.



GROWTH

If you're not growing, you're dying. If a relationship is not growing, if a business is not growing, if you're not growing, it doesn't matter how much money you have in the bank, how many friends you have, how many people love you—you're not going to experience real fulfillment. When we grow - we have something of value to give.

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The Six Human Needs are not desires. They are psychological NEEDS that we consistently work on satisfying on both a conscious and unconscious level of awareness.



CONTRIBUTION

The secret to living is giving. Life's not about me; it's about we. Think about it, what's the first thing you do when you get good or exciting news? You call somebody you love and share it. Sharing enhances everything you experience. Life is really about creating meaning. And meaning does not come from what you get, it comes from what you give. Ultimately it's not what you get that will make you happy long term, but rather who you become and what you contribute.



@myreasonmatters

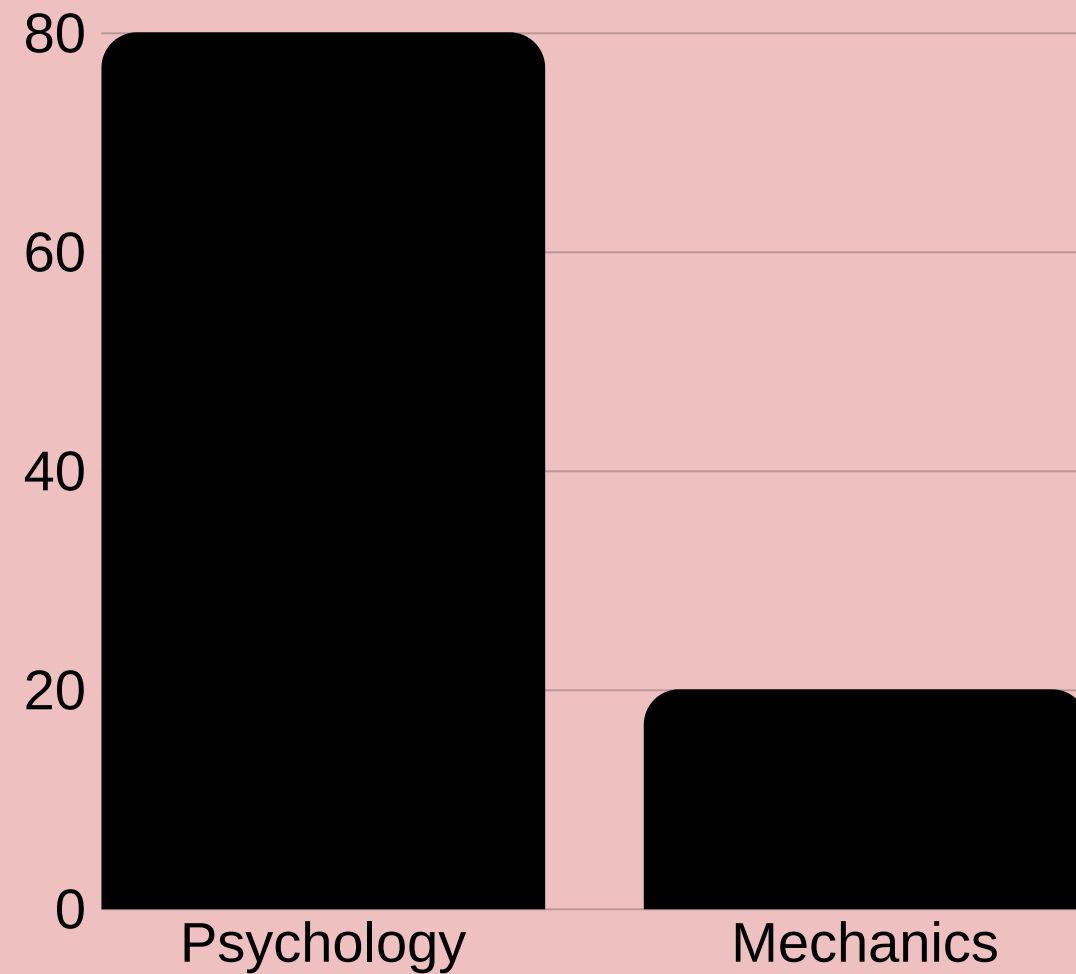


*Vulnerability
moves people
into action*



Success Formula

80% Psychology
20% Mechanics



**WHAT IS YOUR
CURRENT METHOD
OF CONNECTION?**

**HAVE YOU
THOUGHT ABOUT
THIS?**



ASK YOURSELF

AM I LEADING FROM THE HEART?

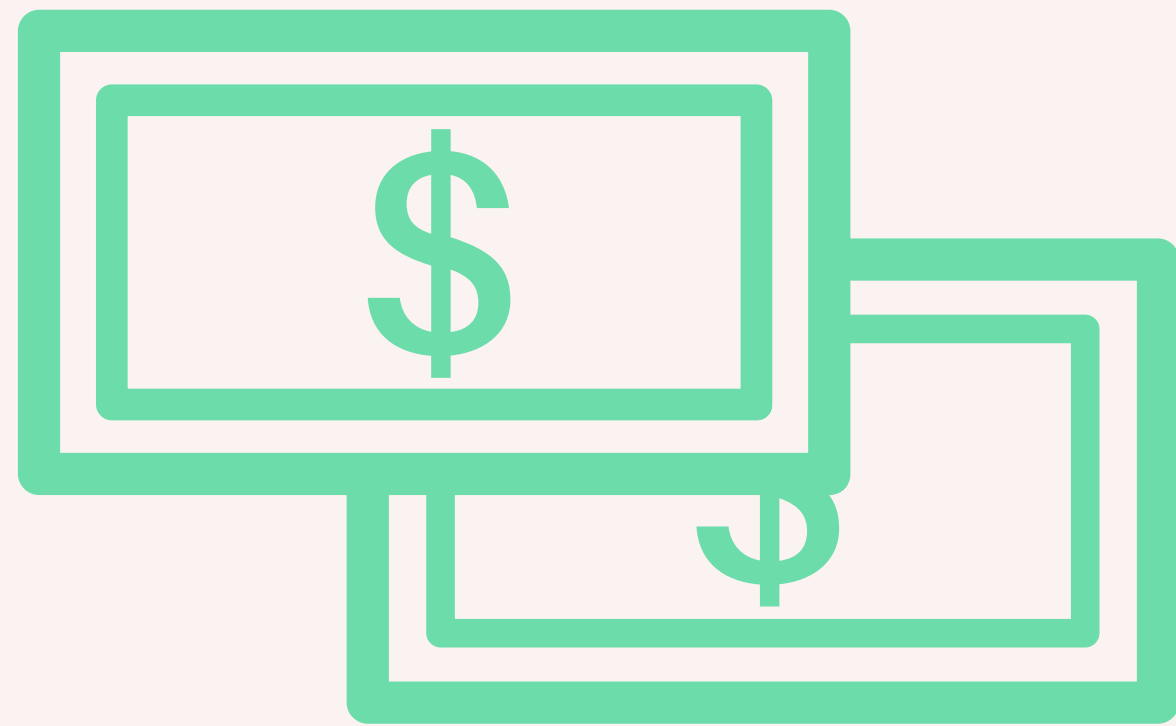
When you lead from the heart,
you have nothing to hide. It
creates freedom.

”

TAKE NOTE

*Everybody brings you
something.*

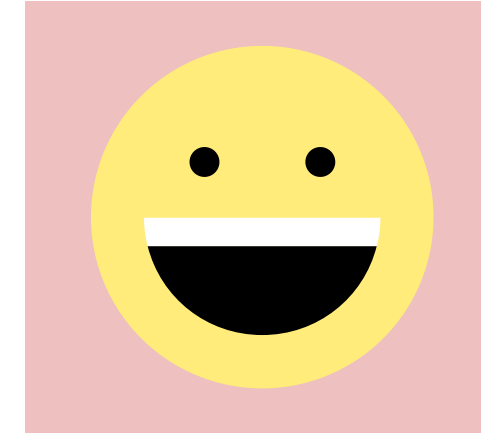
- Skip Murray



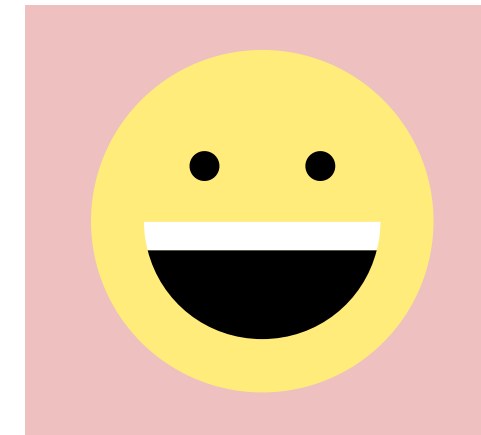
Emotional Bank Account

Make DEPOSITS greater than
WITHDRAWALS

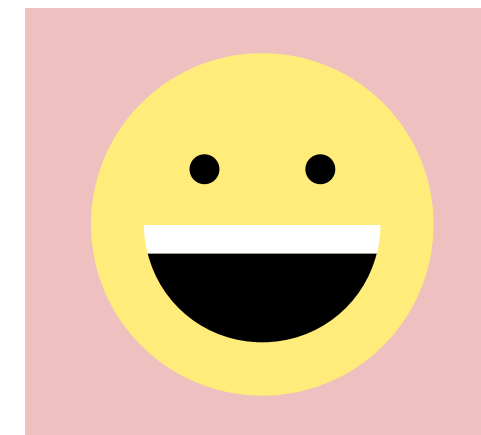
WHEN YOU MAKE THE
PERSON IN FRONT OF
YOU THE FOCUS, TO
THE BEST OF YOUR
ABILITY AT ALL TIMES,
YOU ARE
ORGANICALLY
SOWING SEEDS
OF.....



REFERRALS



LOYALTY

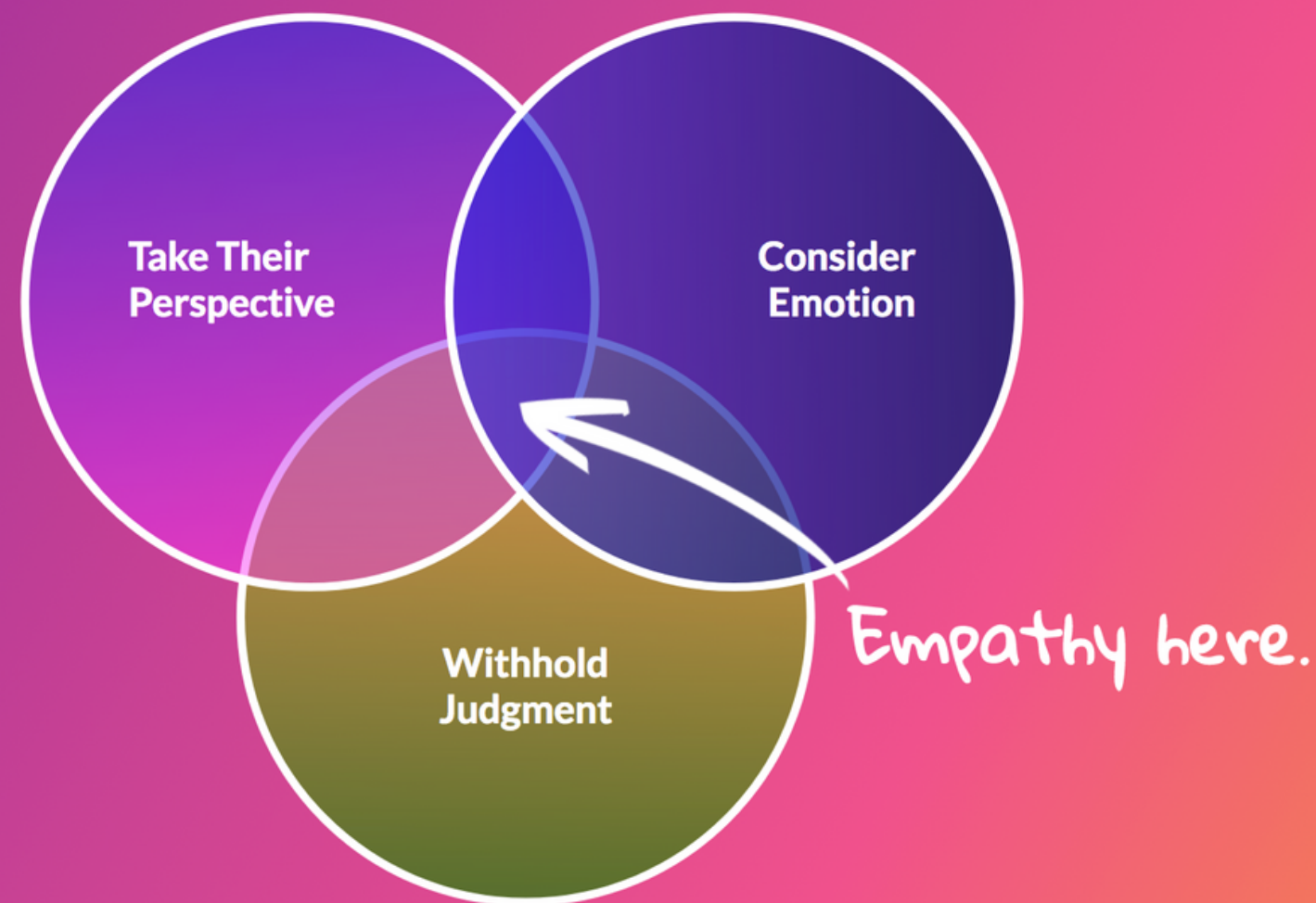


FULFILLMENT

-Empathy-

Empathy is a noun that refers to the ability to understand and feel what someone else is feeling, or see the situation from their point of view. The specific emotion that someone who is feeling empathetic feels varies depending on the situation.

*One of the most important interpersonal skills that someone can have is empathy, because it can help you connect with people very easily.



Here's the deal.....

**YOU CAN'T AUTHENTICALLY CONNECT IF
YOU AREN'T BEING AUTHENTICALLY YOU.**

**THIS IS YOUR SECRET WEAPON IN YOUR
BUSINESS - BEING UNIQUELY YOU IN 2020**



WHAT ARE THE EFFECTS OF OUR COMPARISON ADDICTION?

- I AM NOT ENOUGH**
- MY LIFE IS NOT ENOUGH**

**I GIVE YOU
PERMISSION TO STOP
THE COMPARISON
GAME**



TAKE NOTE

"We spend a lifetime trying to distance ourselves from the parts of our lives that don't fit in with who we think we are supposed to be. The greatest challenge is believing that we are worthy now, right this very minute. Worthiness does not have prerequisites. (However), most of us have a long list of prerequisites."

- Brene Brown

What is the CURE for Comparison?

- CONTENTMENT

BUT WAIT!

I can't stop pushing for more and working hard towards my goals.

You're Right!

The difference is the motivation that YOU ARE ENOUGH.

Contentment doesn't make you lazy, it makes you FREE.

WHEN YOU COMPETE WITH OTHERS IT MAKES YOU BITTER

WHEN YOU COMPETE WITH YOURSELF IT MAKES YOU BETTER

”

TAKE NOTE

*Your self-worth and the good
life you seek are not found in
working for something you're
missing but in receiving what
you've already been GIVEN*

”

TAKE NOTE

*"We won't be distracted by
comparison if we are
captivated with purpose."*

- Bob Goff

► publisher's note

We are now a month into 2020, and knowing our readership and many of the characteristics that they possess, I will venture to say that most of you had at least some type of New Year's resolution and or goal/goals that have been set and are currently in motion. A current statistic states that 80% of us do not follow through on our New Year's resolutions. What a discouraging statistic! Personally, I would rather set something and fail than not do anything at all.

Let me change the script for a minute. What if I proposed a challenge to you in this new year that will ultimately help keep you on track in all aspects of life? A challenge that applies to us personally, professionally and socially. Here it is: Choose to be Uniquely YOU in 2020. As people, in general, there is a seemingly natural tendency to compare ourselves to others and comparison can be the thief of our joy,

as well as our creative and focused spirit. It throws us off track and can make us feel like "less than" as we make assumptions and wonder why we don't cut it or add up to this person or that person. I have learned in this life, as I am sure many of you have, that making assumptions can get you into trouble. We never know the backstory of someone's journey or the price they have paid to get to where they are today.

Did you know that you have an approach to business and others that is unique only to you? I believe this to be one of the most beautiful and powerful things of this life. However, you can't step into this power until you fully embrace its truth. This past year, I had the opportunity to attend a life-changing Tony Robbins, Unleash the Power Within conference. One of the life-changing realizations that I obtained from this conference was

that we have everything we need to reach our goals and dreams within us. Cliche, right? But true nonetheless. It is all within our belief system about what we believe we are capable of and if we are willing to always be seeking out the systems and answers we need. If you have an idea for your business this year or a personal stirring in your heart to start something but are still waiting and



**I INVITE
YOU TO
TAKE A
MOMENT
AND REFLECT ON
WHAT THOSE UNIQUE
GIFTS ARE FOR YOU.**

second-guessing if you can do it, don't wait one more moment! TAKE IMPERFECT ACTION and the rest will fall into place. After conference, I started an Instagram page of encouragement whereas before because of doubts and comparison, I didn't. I have realized by holding onto these limiting beliefs about ourselves and not stepping into our full potential, we are actually stealing blessings and life-changing moments from others that only we can give. I invite you to take a moment and

reflect on what those unique gifts are for you? What is your heart approach to your business and clients that you can fully embrace in 2020 to a greater degree? Once you identify these things, OWN IT and by doing so I believe you will experience and feel an ease and fulfillment in your business like never before as you are UNIQUELY YOU IN 2020.

Your Friend,

Katie Milgate

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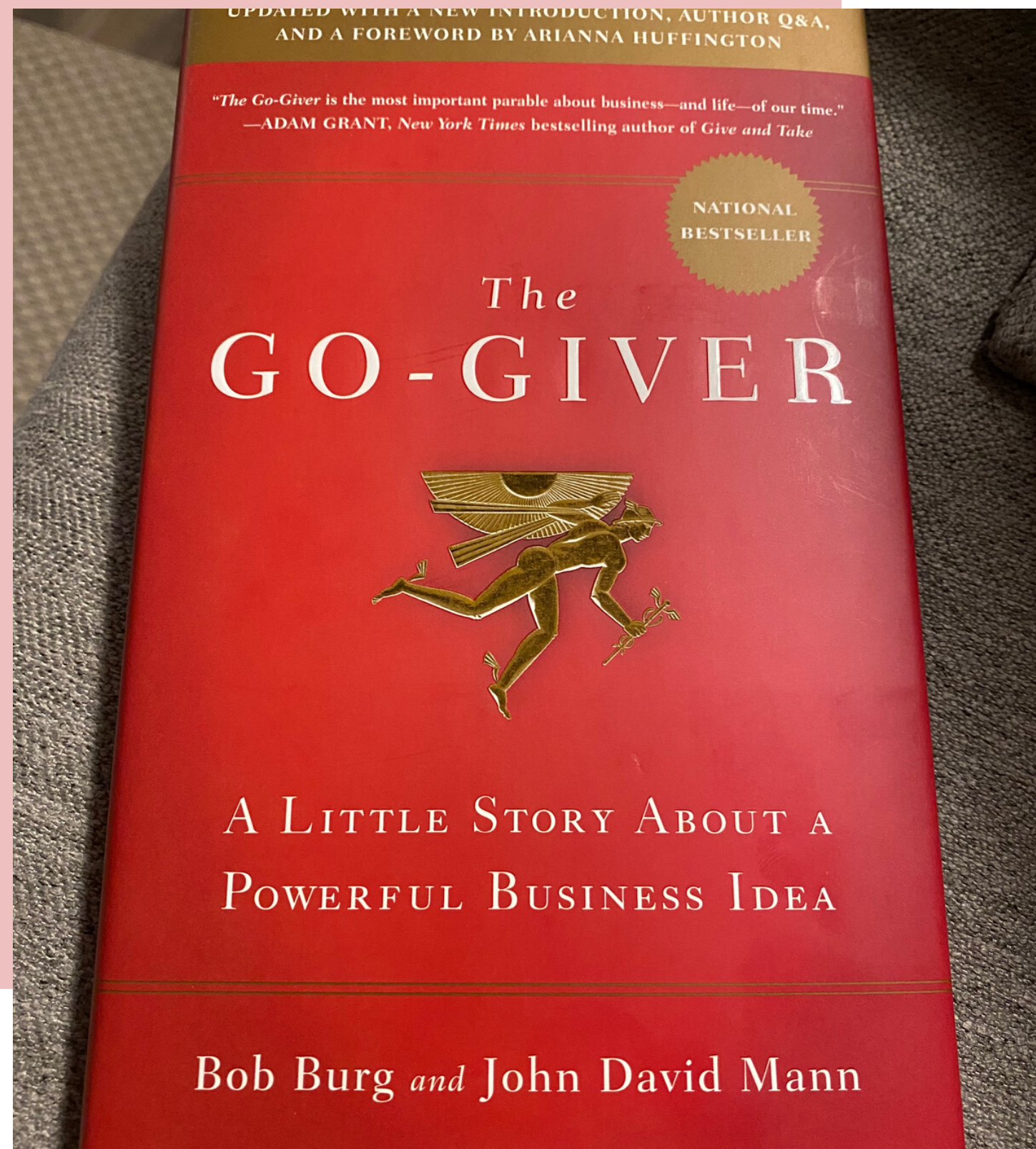
614-900-1279

Save the Date! Our I ❤️ REALTORS® event is March 12th from 3pm to 5pm at Gravity. Be watching your email for details!

Your Secret Weapon for 2020 IS YOU

"Did you know that you have an approach to business and others that is unique only to you? I believe this to be one of the most beautiful and powerful things of this life. However, you can't step into this power until you fully embrace its truth."

-Katie Milgate



"Most people just laugh when they hear that the secret to success is giving.... Then again, most people are nowhere near as successful as they wish they were."



I LOVE & RESPECT
EACH ONE OF YOU.

BE PROUD OF YOUR
HARD WORK &
CONTRIBUTION TO
OUR COMMUNITY!

-KATIE