MONDAY INFLUENCER®
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The **MONDAY INFLUENCER®** is becoming an indispensable weekly guide to success in business. And, indeed, in life. The INFLUENCER will always be dedicated to serving you, our subscribers.

A great deal of research, thought and reflection go into creating the INFLUENCER®.

We expect that you will make great use of the exclusive, powerful, actionable insights, strategies and practical guidance from us. And, it is our privilege and good fortune, personal and professional, to have relationships that span the world. Those include captains of industry, world-renown educators, authors, thought-leaders and sports personalities.

Our cadre of contributors to the MONDAY INFLUENCER® include internationally acclaimed leaders in business, technology, leadership, finance, academia and much more. Nicolas Babin, Kim-Adele Randall, Dr. George Manning, Elliot Matloff, Peter Bodo, Michael Tobin OBE, Selwyn Gerber. Many other subject matter experts join our team.

On to the core topics we bring to you in every issue of the INFLUENCER!

1. THE GOLDEN TICKET TO YOUR SUCCESS: SETTING AND ACHIEVING GOALS. WHERE ARE YOU? WHERE SHOULD YOU BE? WHERE ARE YOU GOING AND HOW WILL YOU GET THERE!

Without well-defined, attainable goals and a well-charted path to achieving our goals, we are rudderless ships in stormy seas.
"Nothing happens until you sell something." – Steven J. Manning

That means, well, sell anything. Ultimately, what you have to do some 100% of the time is NEGOTIATE. Something, with someone, including yourself. Fundamentally, everything we do in life is intended to provoke or create a desired outcome. Just wishing and hoping for those — you might as well go outside in the middle of the street, clench your fists firmly, close your eyes tightly and imagine those things happening. At the same time, why not imagine the lawn mowing itself… Good luck with that.

I hear this all the time: "I am not a sales person!" That is a universal misconception. Whether you focus on that or not, you are selling something to somebody including yourself all day and most nights! How about convincing yourself to get up and out of bed most mornings. You are selling. And doing so with very specific needs and goals. Just about everything we all do is intended to at least influence if not compel an outcome.

Following are some critical aspects of NEGOTIATING GOOD OUTCOMES and THE SEVEN MOST COMMON NEGOTIATING MISTAKES.

First, you must consider the very fundamental component of negotiating. The other party. Specifically, what I call THE NUT BEHIND THE WHEEL.

What is the most dangerous thing about an automobile? Thousands of pounds of mindless metal hurdling down the road? Brakes or tires that might fail? Bad road conditions or inclement weather? Unexpected hazards? No. It is THE NUT BEHIND THE WHEEL. Mind our often-proffered admonition: When negotiating with that "nut," you must know what their needs, wants, desires and fears related to the negotiation at hand. You may not be able to satisfy those. But you must address them. Desires? If personal ones, you are walking blindfolded in a mine-field.

Let us make a tricky assumption (you know how I feel about making assumptions – facts rule) that you and the other side are both more anxious to agree than disagree. Word to the wise here: be aware if the other party is acting out of anger, self-loathing, vindictiveness or jealousy. All those are by definition really corrosive emotions. If you detect even a hint of those, YOU MUST WALK AWAY. Despite your best efforts, you can only exacerbate a bad situation.

NEGOTIATING A GOOD OUTCOME

- Are you pursuing an elegant, no-waste solution, among the best of many options.
- Is it legitimate for all. Are you using objective criteria. No one feels taken.
- Includes commitments that are well planned, realistic and operational.
- Is efficient. Are you giving them a solution or a problem.
- Is there effective communication. Make that your task.
    - Are you listening? Are you open to persuasion? Do they know it?

- Inflexibility creates natural resentment. In fact, cultivates it when not present theretofore.

‣ Helps build the kind of relationship you want.

‣ Are you going to be able to satisfy the interests of all parties, at least enough to make the outcome durable:

- yours: well
- theirs: acceptably
- others that are also affected by your negotiations: tolerably

‣ **Are the resulting commitments realistic**? Are they credible? Yesable? Compliance-prone?

THE SIX MOST COMMON NEGOTIATING MISTAKES.

While even the word "negotiation" can evoke fear, stress and anxiety for many, the intent is just to discuss and ultimately agree on a deal. Whether it's a multimillion-dollar contract or just deciding where to meet for lunch, raising your children, managing short- and long-term relationships, heck, getting through most ordinary days, life is rife with negotiations.

All negotiations must be one well thought out, strategic, deliberate, well-considered, patient incremental move at a time. Make a careless, short-sighted, ill-conceived move and pay the price.

As we do at every opportunity, we hammer home the need to do your homework! How much? Not enough. When done, do some more. **Be prepared, anticipate objections and roadblocks, have yesable alternatives to overcome those.**

1. **Lacking confidence.** When negotiating, many people think they need to show a certain kind of confidence. They confuse volume with reason, and boldness and brazenness, even shameless arrogance with intellectual wherewithal. Actually, more than any other talent including experience, it takes tenacity and relevant homework to ensure you state/argue mutually desirable and acceptable terms, anticipate objections, and whatever else will resonate with your opponent.

Projecting confidence in a positive manner — you know who you are, how you are positioned and perceived under the circumstances — will result in the opposition being more acceptable of you and less inclined to gratuitously "negotiate" with you.

This "element" of "Lacking confidence" cannot be written without a timeless quote from John F. Kennedy: "Let us never negotiate out of fear. But let us never fear to negotiate."

2. **Thinking that something is non-negotiable.** First a Manning-ism, that is urged to clients and others: **Never negotiate against yourself. And everything is negotiable.** To be clear and more accurate, you cannot negotiate an impossibility. However, you can negotiate a proposed alternative! One that you have prepared to do.

- When you decide that the terms for anything can be changed in your favor, a world of opportunity presents. However: always propose an ethical, viable and mutually beneficial alternative solution. Powerful negotiators are rule breakers but even the best of the best cannot squeeze water out of a rock!

3. Not building relationships first. This is a massive "first" to do in regard to negotiation and in business in general. Seek out connections with people, particularly those you might encounter in future

negotiations. Get personal. Remember "the nut behind the wheel." Do not be surprised how well you can leverage what you learn through a genuine conversation with someone.

4. Not asking for what you want. "If you don't ask, you don't get!" Simple is it not? And obvious? Perhaps you have left a negotiation, even a meaningful conversation, and said: "I should have said this or that or asked this or that." Worse yet: "I should have asked for … this or that…" Why do we do that? Most often, it is a natural fear of rejection. Real but dumb! "If you don't ask, you don't get!" Why do you fear being rejected? That is a natural emotion from childhood for too many. Well, get over it!

Words to the wise from Manning… First, present a viable argument substantiating why you should get what you want. Make that as equitable as possible. Meaning, should be as reasonably fair and equitable for both without you giving away the proverbial store. If you are compromising too much, to a 100% certainty, somehow, sometime that deal will become a costly train-wreck. Second, come now! What do you have to lose? Worst case, the other side says NO. So what? Then you dig into your well stocked bag of negotiating tools and offer the best alternative to negotiate a good outcome. Perhaps even just good-enough.

As a valuable aside, consider a competency I have: **post settlement negotiations**. It is a truly powerful weapon in my toolkit. You cannot imagine how often after hard-fought negotiations and a so-called final settlement, I move the parties off their absolute, points of agreement to a substantially different set of agreements, amazingly much more beneficial to both! Reach out if you would like more on this.

5. Don't unsell it! There comes a point in most negotiations, in life and business, when the next thing out of your mouth will "unsell" the deal. Know when you "sold it." The other side will absolutely demonstrate when you are there, both with discussion points and all manner of physical manifestations. Know when to stop because you are just digging a hole. Quoting Dennis Healey, "When you're in a hole, stop digging."

Here is an important tool, also in my toolkit. Should be in yours as well. You abruptly stop pitching your deal points or your side of necessary benefits. Always, the other side begins to wonder why you are doing that. Did you just lose interest? You have a better deal elsewhere? Are you developing a much stronger position prior to resuming negotiations? Then, they will certainly push to salvage their investment in the negotiation thus far, rather than let you just walk away... I call that the "I care but not that much" technique. You want more, reach out…

6. Memorialize. Document and review your agreements before signing them. Do not throw anything at my head (even on your screen). This is a must even with the closest family and friends. You never know what tomorrow will bring.

The Carpenters Axiom is your guidance: *Measure Twice. Cut once*. Do not fall victim to insufficient/faulty agreements, executed in haste after hard-fought negotiations. Relief when finally done cannot allow you to be negligent.

Finally, we urge you to give a look or listen to this excellent interview, Avoid these common communications pitfalls … Much to learn there.

2. STRESS AS A CONSTANT

"THE SILENT KILLER!" EMOTIONALLY AND PHYSICALLY. RECOGNIZE IT, UNDERSTAND IT, MASTER IT. CHANNEL STRESS IN A POSITIVE FASHION.

Of course, the word stress itself makes us feel stressed so this week, we are going to take a detour.

Carpe Diem: Seizing the Day with Intention

The Latin phrase "Carpe Diem" – seize the day – encourages us to embrace the present moment and make the most of our time. Schooler, "This takes me back to my Latin Professor throwing chalk at us, ok generally me and my friend Alex and when that stopped working, he would throw the board rubber, we used to hide under the desk lid when he threw that…! Fun times…"

Now back to this philosophy, though centuries old, holds profound relevance in our modern lives.
In a world often characterized by busyness and distraction, "carpe diem" reminds us to prioritize what truly matters. It's a call to be present, mindful, and intentional in our actions, savouring each day rather than letting it slip away.

Here's how we can integrate "Carpe Diem" into our daily lives:

- **Savour the moment:** Find joy in the small things and appreciate the beauty around you.
- **Pursue your passions:** Dedicate time to activities that ignite your soul and bring you fulfilment.
- **Connect deeply:** Nurture relationships and cherish the bonds you have with loved ones.
- **Live with purpose:** Align your actions with your values and strive to make a positive impact.

By embracing "carpe diem," we infuse our lives with meaning and purpose. We can cultivate a sense of presence, gratitude, and joy, making each day a testament to the preciousness of time.

So, remove yourself from the stress and relax, enjoy the moment and get into the flow of doing the tasks that we all know will get you to achieve everything you ever dreamed of!

3. WAKEUP MOTIVATED AND ATTACK YOUR WEEK

Make sure you are getting enough fresh air, even if you open the window in your room next door.

Shocker, remember why you subscribed in the first place. If you need a refresher, go back to the first MONDAY INFLUENCER and review your goals. Failing that, please email us and we will send you a useful template for mapping your goals. Excellent tool used by Professor J.P. Schooler when teaching 2500+ post graduate business students.

Let's re-visit self-confidence, a key to success like no other. If you lack confidence, make use of any number of the excellent tools and resources available to you. Among them, getting a coach and or using a tool like Copilot, or a language model like ChatGPT or Gemini. All those will guide your research in understanding the why's and how's to get free of your lack of confidence. We have done many talks around this topic and would be delighted to let you have access — with great ease — to those in the coming weeks. We are migrating all our content and systems to Kartra, our new LMS (learning management solution). Choosing and implementing this technology was the result of comprehensive research. This will enable you to have access to many of our

most valuable expert talks, interviews, cheat sheets and other key learning materials that are not publicly available.

4. OVERCOMING ADVERSITIES IN BUSINESS, CAREER AND LIFE

Success is achieved, seldom just a given.

In prior INFLUENCERS — even elsewhere in this issue — we focused much on the "business" and "career" parts of what I refer to as **THE SUCCESS TRIFECTA: BUSINESS, CAREER AND LIFE.** That last one being the absolute most crucial, the linchpin and cornerstone, frankly in lay terms, THE THING THAT MATTERS MOST.

Some more about overcoming adversities in business, career and life, with more focus on life. All this is offered with a caveat: we are not mental care professionals by any stretch of the imagination. However, while our focus is on business, we always assert that business interests and personal matters always intertwine. Without a doubt and more importantly, THEIR IMPACT ON EACH OTHER IS UNDENIABLE!

We are not about to engage in any manner of "armchair, lay" mental health counselling. What we will share is bolstered by so much of our advisory work, with clients that thankfully number among them major global brands in most business disciplines. So often, perhaps too often, our work with clients veer right into "life" matters of senior executives and managers. Significant personal adversities always manifest in professional life and performance.

Some that we have learned… Remarkably in regard to all levels of leadership and management.

‣ **Health issues.** Without good health, nothing in life resolves well. We address this in all INFLUENCERS.
- listen to your body and mind
- evaluate all resources available
- act; never procrastinate.

‣ **Financial struggles.** If paying your basic bills is a constant MASSIVE LOAD ON YOUR MIND, you cannot do your job! Ignore the foolish people who assert that they handle major adversities by "getting lost and totally committed" to work. Nonsense!
- understand the extent of your issues
- understand the cause of your issues
- identify solutions, internal (fix your life!) and external; there are truckloads of external resources available to you, assuming you do the homework necessary to find and exploit those
- Ask your company/employer for help. You will likely be surprised of their kindness and generosity to you, assuming, of course, that you have demonstrated your commitment to the company and your job.

‣ **Self-doubt, low esteem, loneliness and isolation.** It is really surprising how frequently we have to address that even among senior business leaders and managers. The genesis and ultimate depth of those are topics we are ill-equipped to address. However, know this! The top of the top, the best of the best, even the most celebrated business leaders and managers have occasional and even sustained bouts of self-doubt and low self-esteem.
- recognize what you feel
- focus on addressing what you feel; less so why are you feeling it
    -- make certain of the legitimacy of what you feel; once done, seek the resources required to fix. NOT DWELL IN YOUR PROVERBIAL MUCK. Likely you created your own muck.

- A Manning-ism or two:
    -- you are known by the company you keep
    -- Positivity is shared by and large by genuinely positive people. Those must be your people in this time of extraordinary need. Negativity is readily shared by, well, negative people, wanting to pass title of their problems to others. Toxic stuff. You must cut off everybody in your life that is infected in that manner.

▸ **Relationship problems.** Do you need a lecture on how conflicts with family, friends, romantic partners and co-workers affect your work? You do not. However, digging into our [humbly] vast experience with navigating so many significant issues in the workplace, how about sharing your pressing issues with your bosses? NEVER TO EXCUSE PERFORMANCE. Rather, to explain the occasional lateness to work, occasional lagging behind in performance and occasional less-than-cheery attitude. Note the focus on OCCASIONALLY. With that, you must assure your boss that you are absolutely and positively working to fix those things, and you will always have the company as a top-line priority.

▸ **Addiction and substance abuse.** When you are suffering of those, the only person who thinks that others do not know that is you.

- Understand and confront your problem. There has never been a time in history when there were more resources available to you to address those destructive behaviors and illnesses.
- Let your boss and company know that you have an illness and specifically what are you doing to address it. You will be surprised of the understanding and support you will receive. In our advisory business, we have seen that, more often than not, extended to employees from production-line-workers to C-suite executives.
- Family comes first. Be honest with them. Without their support, you will drown in your illness and destructive behavior.

▸ **Aging and mortality.** "Is this it? Is this all there is?" There is a cataclysmic breaking mechanism to success and happiness in life. And business. Your humble scribe will figuratively beat you about the head with a baseball bat if you lay that on him. Going backwards a bit, I know four people who have amassed great wealth and achieved business excellence in their late '60s! Two of them started with essentially no wealth. Smart people, no doubt, who asked themselves "is this it?" right after losing their long-held jobs. Their answer was rooted in their belief in their competencies AND belief that they would never consider failure an option.

Not surprising, three of their new businesses were born while sitting with friends in the same station in life as me, sipping coffee again in the morning, contemplating not wanting to play golf or tennis again that week.

Thank you for indulging me with the afore written. Know that I am, in the vernacular, no "spring-chicken" myself, and I am on my fourth career, one that I enjoy greatly, some eighteen hours, six days a week.

5. FEAR

Fear: The Dream Killer: Remembering a Manningism, "Life is not a dress rehearsal!"

The fear you are feeling is stopping you from the life you want! Again, the fear you are feeling is stopping you from the life you want…

List the three to five people who will benefit from your success and from you conquering your fear in whatever area is causing you the most pain right now. This is truly motivational.

Then take the time to think about the consequences of overcoming this fear and how it will transform your life and your relationships with them. Let alone the implications of these "improvements" in your life that you will create for yourself and everyone else. You see your success benefits you, your loved ones and the world.

So much of what you ever WANT in life is on the other side of fear! The fear of failure. For some, regrettably, the fear of failure. There are millions of words written on both. You WANT to do some compelling reading!

See it done! Have well founded faith in yourself and the process. will work out!

6. RELATIONSHIPS MATTER – IMPROVE YOURS. IN EVERY ASPECT OF YOUR LIFE.

Relationships: Nurturing the Bonds That Matter

All our relationships matter. As you pursue mutual respect and practice active listening, every connection holds significance, from the briefest interaction to the most profound bond. Cherish them all, both professional and personal.

Accord appropriate respect to people you engage as long as it is mutual. Certainly, engage positively and try to share your enthusiasm in things important to both and even just for you.

Remember, every person you encounter is on their own unique journey, facing their own challenges and celebrating their own victories. By treating everyone with respect, engaging positively, and sharing your enthusiasm, you create a ripple effect that extends far beyond the immediate moment.

Your enthusiasm for life is contagious. It has the power to uplift, inspire, and transform the lives of those around you. I have witnessed first-hand how our supporters embody this spirit, radiating positivity and making a real difference in the world.

However, there are days when even the most enthusiastic among us might feel a little out of sorts. That is perfectly okay! If you are having one of those days, it is perfectly fine to take a step back and recharge. Remember that self-care is essential to maintaining your own well-being and ensuring that you can continue to positively impact those around you.

So. Embrace your relationships, nurture the bonds that matter, and let your enthusiasm shine through. Together, we can create a world where everyone feels valued, respected, and supported.

7. FINGER ON THE PULSE – CURRENT AFFAIRS TO TALK ABOUT

Do not take a deep breath if you are fearful of missing something…

The world around us is swirling about us with vertiginous speed. Imagine living in a world where a nano-second is so last century! When the AI digital robotic taskmaster at my fingertips can actually admonish me for what I feel. The temerity, presumptiveness, arrogance of that machine to tell me how I feel! And what I need to consider doing to fix it.

To be entirely forthright, that fancy machine — how close is it to running out of fossil-fuel-juice — will actually ask you if you want to know the best and closest place, I need to get chicken soup to help alleviate my symptoms of a common cold. Oh, the ailment the fine machine deduced from symptoms I am reasonably certain I did not share within that session...

Fifty active shooting wars in the world, with people dying. A couple massive, institutionalized holocausts being perpetrated in the world. 8,500 children die of malnutrition daily in the world. 98% of female children between the ages of five and eleven undergo female genital mutilation in Somalia every day. Basic human rights are distant theoretical concepts in a good part of the world. Technology, all that we talk and write about daily, is a massive paradox: a God-sent and a curse to, well, too many. You may want to give a listen to our talk on Singularity.

I hope that the stratospherically competent, uber-AI thinkers, reflect on creating the proper hierarchy of machines AND PEOPLE, to make AI ultimately work for the benefit of the masses. AND do so in a self-regulated, altruistic manner. Before legislative bodies around the world will have to dynamite all that super-slick technology.

And while I consider the afore-listed, I read, watch, listen to all the enlightened political talking heads around the world arguing pointless theories and concepts in their quest for corrupting power.

Mind Lord Acton: "Power tends to corrupt, and absolute power corrupts absolutely." Vote with your money, your voice and your feet.

8. SUBSCRIBER TIP OF THE WEEK

This is where you need to chime in. We are most keen to get tips on
topics of interest, relevant facts and figures, times, dates and places from our valuable subscribers.

Please, please, please. We love you but we want to make decisions on pitching your stuff. Not you.
Also, please keep in mind that, humbly, as a subscriber to MONDAY INFLUENCER®, you are in the company of a truly elite audience of businesspeople, academics and more.

So, please make your contributions count! To be clear, as much as we like pets, yours and ours, and all sorts of eating pleasures, please do not send us grooming tips for your pets nor your favorite recipes.

9. HEALTH TIP OF THE WEEK

Adjust your plans to fit in something healthy. Whether it be a workout with a family member or friend or even a short walk, fit it in.

It is crucial to prioritize your health even with a busy schedule. Whether it is a quick workout or a short walk, fitting in healthy activities boost productivity and overall well-being.

Adjust your plans to incorporate healthy habits:

- **Schedule it in:** Treat your workout like an important meeting or appointment. Block out time and make it non-negotiable.
- **Break it up:** If you cannot find a full 30 minutes for exercise, try a few 10-minute walks throughout the day.

‣ **Make it social:** Invite a friend or family member or a workout-partner to join your workout. This can make it more enjoyable and helps you stay accountable.
‣ **Find something you enjoy:** Do not force yourself to do something you really do not enjoy. Not everyone likes to run or swim or bike, nor disciplined enough to just push through that. There are plenty of other ways to get moving. How about relaxing strolling or dancing to great music for exercise. Or hardcore Schooler workouts and Jiujitsu…
‣ **Be prepared:** Pack your bag the night before or have a pair of walking shoes at your desk. This will make it easier to go when you have a few minutes free.
Taking care of your health is an investment in yourself and your future. It can help you be more productive, creative, and successful in all areas of your life.

If you need a break why not take on a new sport or refresh an old one for a few days or a week or more.

There is really no excuse for not doing this and looking after your health. You know to a certainty that you will be way more productive. And who knows, you may have that AHA moment you need to get that next promotion, start that side hustle, or take your business to the next level.

10. THINK TANK CORNER©

Practical wisdom from our world-renowned expert contributors.

The Future of Innovation: Embracing AI's Transformative Potential
In a profound exploration of technological evolution, Michael Tobin OBE offers a compelling vision of how artificial intelligence will reshape our understanding of innovation and human potential. The most critical insight is not that AI will replace humans, but that "people using AI will replace people that are not using AI."

Learning at the Speed of Light
Tobin brilliantly illustrates AI's learning mechanism using a child's experience of understanding "hot" - where a machine can learn thousands of times faster than human experience. This metaphor encapsulates AI's extraordinary capacity to accelerate knowledge acquisition and decision-making.

The Exponential Innovation Cycle
Perhaps most revolutionary is Tobin's observation about AI's self-improving nature. Unlike human technological progress, which takes generations, AI can rapidly develop successive generations of itself in milliseconds. Each iteration becomes exponentially more sophisticated, creating an unprecedented acceleration of innovation.

Overcoming Technological Fear
The key to embracing this future, Tobin argues, is fearlessness. He advocates for:
‣ Viewing technology as a tool for simplification
‣ Being transparent and open with data
‣ Understanding that innovation inherently carries risks
‣ Applying common sense alongside technological advancement

Practical Implications
From legal research to manufacturing precision, AI promises to:
‣ Reduce human error

- Increase efficiency
- Create more nuanced, rapid decision-making processes

The Human Element
Critically, Sir Tobin emphasizes that AI is not about replacement, but augmentation. It's about expanding human capabilities, solving complex problems, and creating opportunities we cannot yet imagine.
The future belongs to those who approach technological change with curiosity, openness, and a willingness to learn. As Tobin eloquently states, our greatest limitation is not technology, but our imagination. **THE FUTURE IS NOT ABOUT REPLACING PEOPLE BUT EMPOWERING THEM.**

The real anxiety people feel is understandable. Jobs will change - dramatically. Certain roles, especially those involving repetitive tasks or information processing, will transform. But transformation isn't extinction. People need to see AI for upskilling, not a threat.
Bottom line: as we and Sir Tobin write, don't hide from technology. Rather, learn it, understand it, engage with it. As we wrote in last week's INTELLIGENCER, there is no need for you to become a techy. Nor really understanding it. Just learn to use it!

You will not be replaced. Rather elevated in producing intelligence and product.

12. TOPICS FOR THURSDAY'S INTERVIEW

Transforming Pain into Powerful Life Lessons

There is a saying, "Every cloud has a silver lining." Of course, when you are going through pain this is probably the last thing you want someone to remind you of.

However, if you look for something positive you will likely find it.

Manning and Schooler discuss this crucially important topic to help you upgrade your skills.
Link to follow in Thursday morning's email.

Tomorrow, **AI-Powered Influence: Transforming Marketing Strategies**

Rafael Schwarz is one of the managing directors of Territory Influence, the leading social media & influence marketing agency in Europe with headquarters in Munich, Germany. With his team of 40+ experts across Europe, Rafael specializes in business strategy and new business development.
He is also a member of the Forbes Communications Council and host of #TheSocialCorner podcast.

Territory influence is one of the leading social media & influence marketing agencies in Europe. Some topics we discuss:
- What are some of the key social media marketing trends that they anticipate for 2025?
- There is certainly a shift towards smaller, more authentic content creators. How do they do they respond to this demand at Territory?
- Everyone is talking about AI these days. What impact will gen AI have on influencer marketing and the creator economy?

Get that here on LinkedIn here and on YouTube here: **https://www.youtube.com/live/xQ6mZGav-ok?si=T9XsbCCrk2NlyUQr**

Check back on last week's terrific talks. Thanks all who have reached out with positive comments.

Mastering the Art of Tough Talks
A masterclass in critical communications with Steven J. Manning
https://youtube.com/live/zmZDwYJ9TFI?feature=share

UNLOCKING FUTURE SUCCESS: AI SKILLS YOU NEED. With expert Nicolas Babin.
Discover the essential skills needed to thrive in an AI-driven job market. Nicolas Babin provides guidance on skill development and career growth

Here is the link: https://youtube.com/live/oQ6Wafqbo_k?feature=share

13. NEWS!

About upcoming subscribers' events…

1. Sign up to our monthly workshop on overcoming biggest life and career challenges. Send us YOUR biggest challenge that you can share with fellow subscribers. To <editor@legacymediahub.com> by March 19, 2025. We will send you logistics when you sign up.

2. Remember! Send us your favorite topic for a new expert talk, along with your top talking points! We will consider it and give you credit for it when broadcast. We will consider inviting you on the broadcast.

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