



PRESENTED BY:

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**SCRIPTING YOUR FUTURE**

THROUGH THE  
LANGUAGE OF

**INFLUENCE**



## The Power of Communication

The different impacts of



# COMMUNICATION

It has the potential to...





It has the potential...

to transform –

To influence every  
part of your life and  
those around you



**Why** do we  
influence?


Jennifer  
Ian  
David  
Steve  
Megan  
Janelle  
Leah  
Joe  
Kirk  
Melissa  
Devin

Smart, Outgoing, Fun  
Helpful, Adventurous  
Creative, Confident  
Leader, Fair, Inspiring  
Caring, Dedicated  
Detailed, trustworthy  
Social, Energetic, Nice  
Friendly, Hardworking  
Loyal, Giving  
Fearless, Delightful  
Considerate, Cool







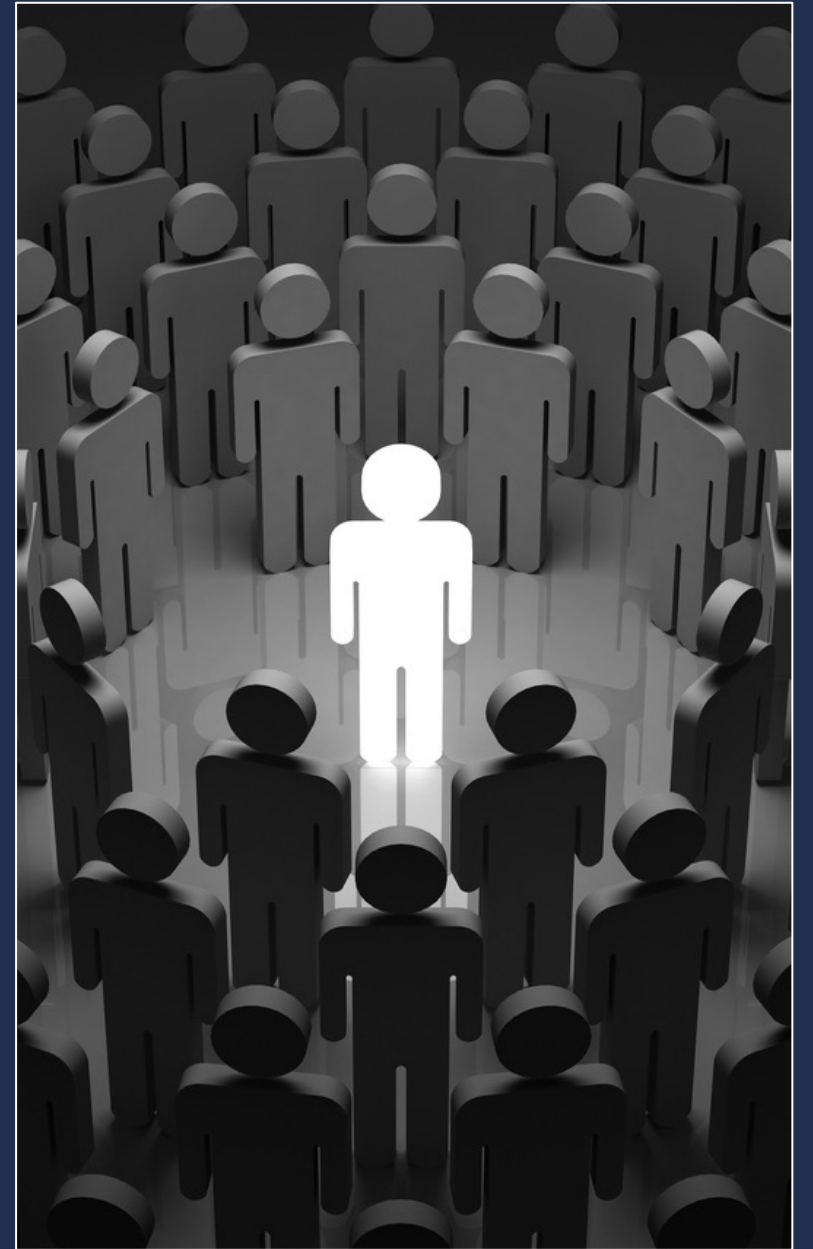
A photograph of two women sitting at a desk in a home office, looking at a laptop. The woman on the left has short grey hair and wears glasses and a grey sweater. The woman on the right has long brown hair and wears a brown top. They are both smiling and looking at the laptop screen. In the background, there is a bookshelf filled with books and decorative items.

If sending different pulse to different  
people and doing it at the right  
time, it's about **is INTENT!**  
and how great they are.

**Who** do we  
influence?



**How** do we  
connect  
with others?



**How do we connect  
with others?**

**Themselves**



**How do we connect  
with others?**

**Themselves**

**Their Content**



**How do we connect  
with others?**

**Themselves**

**Their Content**

**Their Audience**



If you are doing it for them, you'll be fine. If you are doing for you, it will be problematic because they will know!

– Jerry Seinfeld





You only get ONE SHOT,  
do not miss your chance  
to blow / This opportunity  
comes once in a lifetime

– Eminem



**“The Gossip”**  
talks to you  
about others



**“The Bore”**  
talks to you  
about himself



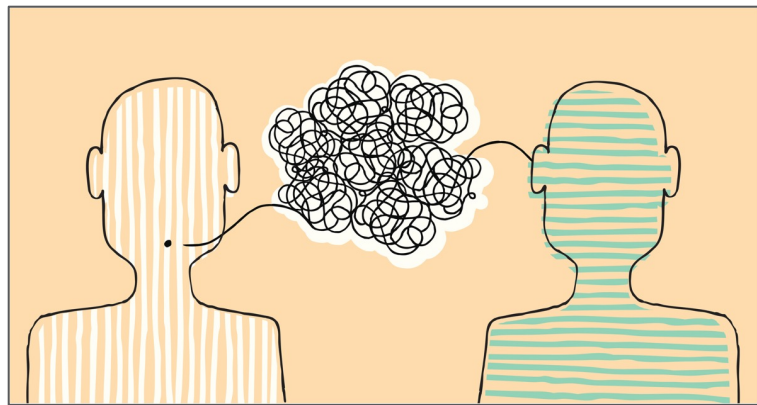
**“Conversationalist”**  
talks to you  
about you!

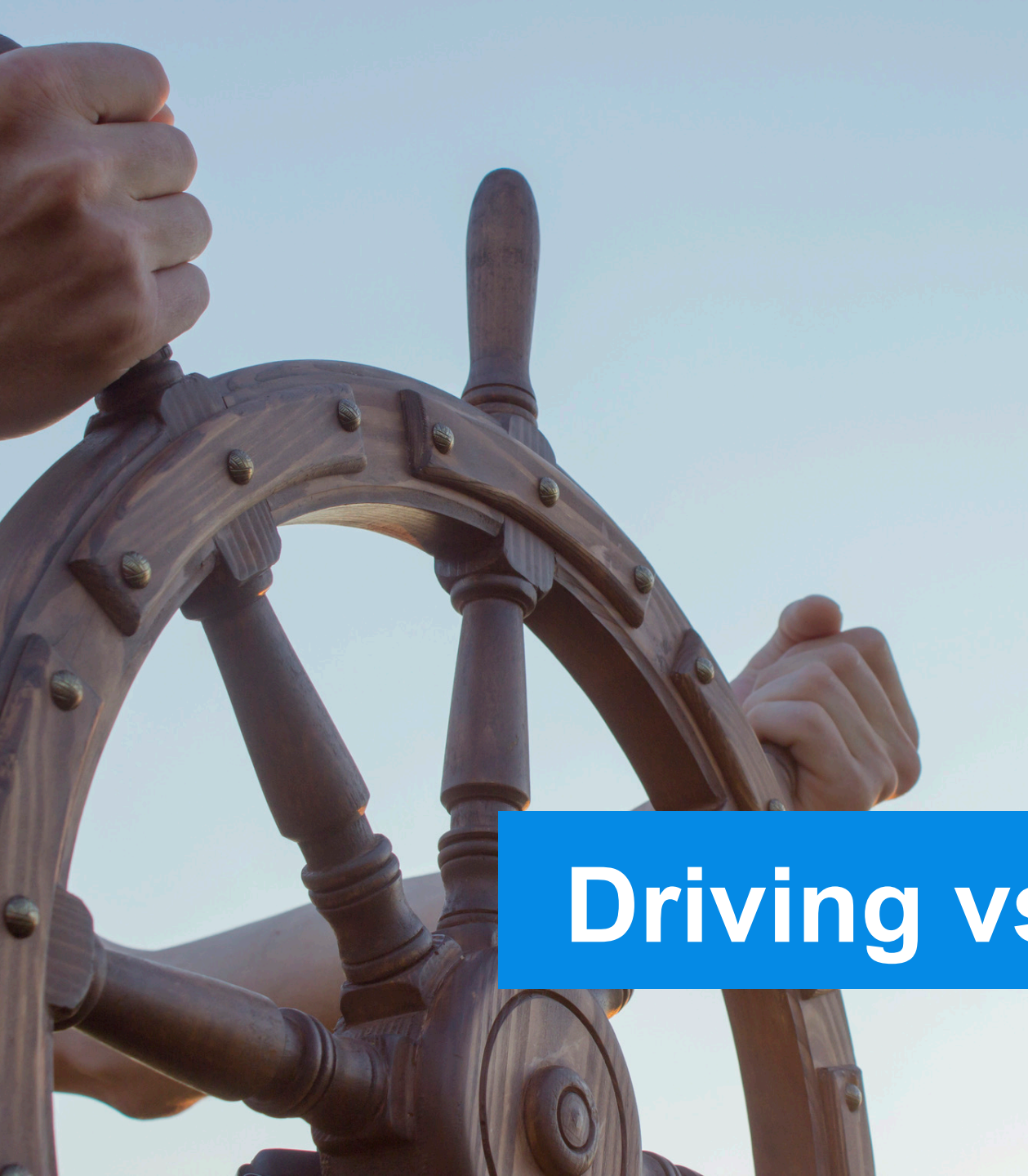






7  
STEPS





# Driving vs. Guiding

# Bakers Dozen Questions

What is working?

Why do you feel its working so well?

What do you feel you need to do next?

What have you done to push through those obstacles?

What do you feel is not working?

What do you believe is missing?

What were your results with that?

Why do you feel its not working?

Why do you want that?

What do you still need assistance with?

What do YOU want from this situation?

What obstacles are in your way of achieving that?

What's one thing you can do today to move forward?



# THANK YOU!



Scan the QR Code to Connect  
with Steve and Learn More



Qualigence  
International

LEADERSHIP  
INSTITUTE