

# Allawos & Company

Commentaries and Insights from Allawos & Company

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## “Keeping your Cool”

*Michael Allawos, Principal Consultant*



With the environment that we all find ourselves in, emotions are running high and logic is out the window. Business itself can be an emotional trip just on its own so don't fall into the trap of allowing yourself to be emotionally compromised when dealing with a customer, or negotiating that important deal that you have been working on for months or even years.

Strictly business please! Veering too far from the business at hand will inadvertently land you in trouble and say goodbye to that sale.

Topic to stay away from:

- Of course, politics
- Religion
- Health (you never know if the person you are talking with is in a traumatic health situation)
- Family and Relationship issues
- Gossip (this can also get you in a heap of legal trouble)
- Personal Finances
- Co-Workers and Management
- Expensive purchases
- Child rearing practices
- Sex and related topics
- Never brag

Topic that are relatively safe to talk about:

- Pets (who does not want to talk about Fido?)
- Travel
- Hobbies
- Favorite movies
- Television shows
- Your favorite restaurants
- Cars
- Holidays
- Hiking or walking trails

There are those in the business world that do nothing but try to trigger you or try bait you into being emotionally compromised, working to throw you off your game. Many believe that the first one who loses their cool will ultimately sign a bad deal, this rule is generally true.

Be positive and upbeat in your approach in everything that you do. It may irritate some, but most folks like to be around positive people, besides, it will make you feel better and add to your self-esteem.

All things change, be yourself (the positive one) because someone else is already being taken. Know your triggers and when you are being triggered. Stay cool and focused on the business at hand. Be logical and take notes. Why take notes? Weather or not you are emotionally compromised or have no idea if you are, this process helps you remember with accuracy. If you don't take notes and you are compromised you may have to rely on the party with whom you are negotiating with for the facts and we all know we are not always in control of the facts.

Make news do not be the news, be positive and make the sale, provide great service, and be prideful in your work that builds self-esteem and continues your success and referrals.

Allawos & Company has helped countless individuals and companies alike reach their goals and discover new potential.

### **About Allawos & Company, LLC**



Allawos & Company is a comprehensive global management business-consulting firm, tuned to enable organizations to identify and exploit opportunities through creative engagement built on a foundation of decades of senior management experience.

We are a global management consulting firm specializing in business plans, business development, corporate development, contract negotiations, employee surveys, strategic planning and turnarounds.

We service the aerospace industry to healthcare, semiconductor to farming and most industries in between. Our comprehensive consulting services improve the client's condition and leaves behind the tools for growth.

*Sincerely,*

## **Michael Allawos**



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