

# OUTGOING ON COMMAND

Developing the Power to Connect

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JOSEPH'S PEOPLE

LET'S GET  
**STARTED!**

**7 OBSERVATIONS**

**5 DECISIONS**

**13 TACTICS**

WHAT IS  
**OUTGOING**  
ON  
**COMMAND?**

# OBSERVATIONS





## 7 OBSERVATIONS

**01** Anything worth doing  
takes much effort

## 7 OBSERVATIONS

**02** It's who you know  
that opens doors

## 7 OBSERVATIONS

**03** Networking + public speaking are hugely valuable skills

7 OBSERVATIONS

**04** I'm intrinsically valuable

## 7 OBSERVATIONS

**05** I've worked hard to  
follow my dreams

## 7 OBSERVATIONS

**06** I really wanted to be comfortable speaking to new people

7 OBSERVATIONS

# 07 People are amazing

# DECISIONS





## 5 DECISIONS

**01** “I can be outgoing” is just like “I can change careers” or “I’ll start my own business”

## 5 DECISIONS

**02** Admit my fear + learn  
to overcome it

## 5 DECISIONS

**03** In order to connect, I  
need to share

**04** I like meeting new people, networking + presenting to groups

## 5 DECISIONS

**05** Success at difficult tasks requires planning

# TACTICS



13 TACTICS

# 01 Anchor myself

13 TACTICS

## **02** Write a strategy



13 TACTICS

# 03 Do the homework

13 TACTICS

# 04 Set event-specific goals

# **05** Follow-up with new contacts

13 TACTICS

# 06 Rely on your anchor

**07** Leaving the house is  
the hardest step

13 TACTICS

# 08 Remember your observations

13 TACTICS

# 09 Believe in yourself

**10** Separate who are you  
from what you do



13 TACTICS

**11** Have an elevator  
speech

## 13 TACTICS

**12** Have questions +  
ask them

**13** Talk about non-work  
activities + interests



IT'S A MARATHON



PROGRESS MATTERS



KNOW YOURSELF

# THANK YOU!

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