



**2020 Virtual User Conference**

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# ***THE SECRET TO BECOMING A HIGHLY-VALUED PROPOSAL TEAM***



**Lisa Rehurek**

Number 4.  
I think he works here....



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# What Everyone Tells You

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1. Know Your Own Strengths
2. Be Proactive
3. Take Initiative
4. Align with the Company Mission / Values
5. Contribute to the bottom line

**We add value to others  
when we make ourselves more valuable to  
others.**



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# Key Strategies

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## 1. Start with One Internal Advocate



# How to Choose an Internal Advocate

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1. They must have a seat at the table
2. They must recognize your value
3. They must be willing to advocate for you

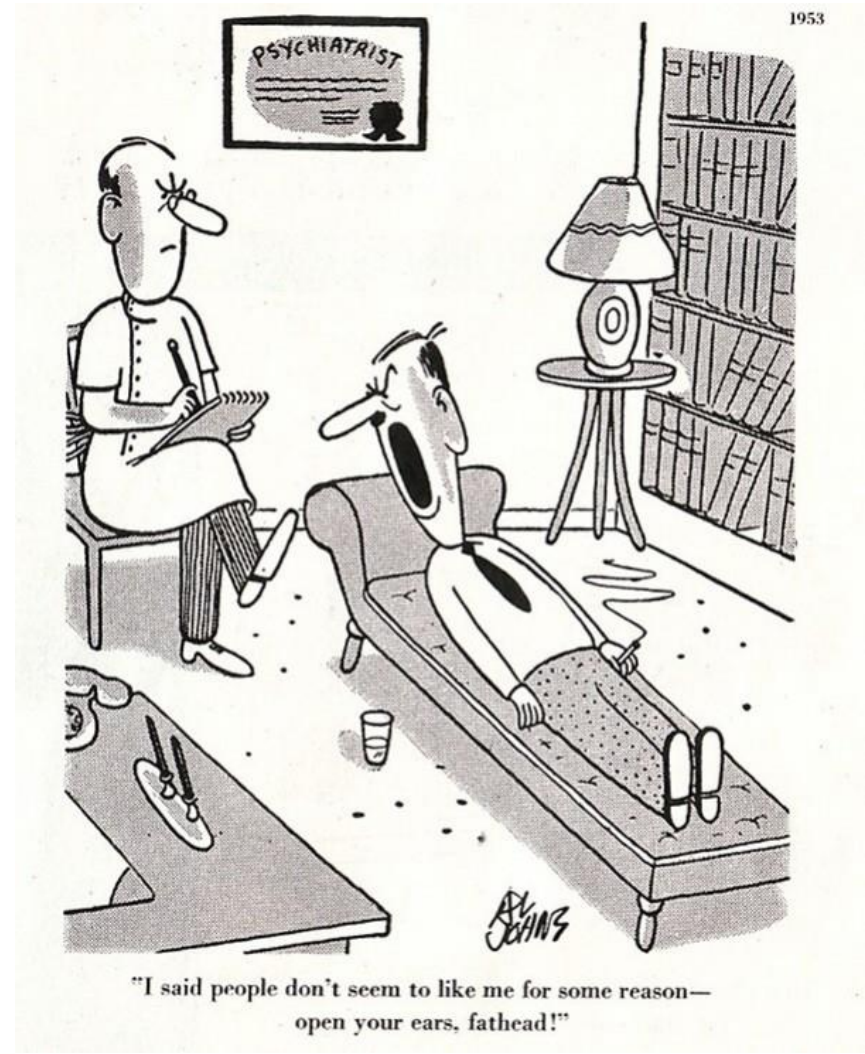
# Key Strategies

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## 2. Develop Emotional Intelligence

# Key Strategies

Emotional Intelligence is the ability to identify and manage one's own emotions, as well as the emotions of others





# Key Strategies

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- According to the World Economic Forum's Future of Jobs Report, emotional intelligence will be **one of the top 10 job skills** in 2020
- 71% of employers say they **value emotional intelligence over IQ**
- People with high EQ **make \$29,000 more** annually than people with low EQ



# Key Strategies

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## 3. Practice Behavioral Communication

# What is Behavioral Communication?

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Different people **express** and **consume**  
information differently  
based on their Behavioral Style

# Behavioral Communication

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- Focused versus Non
- Introverts vs Extroverts
- Talkers versus non-talkers
- Emotional vs Tactical
- Structured vs Flexible
- Results-oriented vs People-oriented
- Patient vs non-Patient

# Behavioral Communication



"Liberty, equality, and  
fraternity, eh? — What's  
in it for *me*?"

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# Key Strategies

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1. Find an Internal Advocate
2. Develop Emotional Intelligence
3. Practice Behavioral Communication

# Key Strategies

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Interested in a Behavioral or EQ Assessment?

Email “Privia” to  
[Cheri@RFPSuccess.com](mailto:Cheri@RFPSuccess.com)

Regularly \$300  
Conference Attendees: \$200