



John Stoker

The 'REAL Talk' Speaker

Use the S.T.Y.L.E Formula to Achieve Success

John Stoker practiced law for four years before realizing that he would rather be an entrepreneur. As the Founder and CEO of DialogueWORKS, John has spent the past 20 years coaching leaders and individuals on communication and emotional intelligence. He is the bestselling author of *Overcoming Fake Talk: How to Hold REAL Conversations that Create Respect, Build Relationships, and Get Results*, published in 2013.

John's quest to become an interpersonal expert began during first job in corporate America. His experiences with that VP, who was emotionally abusive and communicatively combative, led him to realize that personal and professional life could and should be much more effective and rewarding. John has dedicated his life to helping men and women, personally and professionally, create respect and rapport and learn to talk about what matters most. He helps them tackle tough interpersonal challenges in ways that achieve results with his unique ability to apply practical solutions to real business situations in a style that is challenging, thought-provoking, and entertaining.

In this talk, John Stoker will show how leaders, managers, and individuals take offense where none was intended. He teaches how to make **small adjustments to personal interaction styles** to build rapport, establish connection, and drastically increase their understanding of those who are different from them. John's five-step process for recognizing, matching, and meeting the expectations of people with varying styles has the power to bring about dramatic changes.

Your attendees will learn how to:

- Recognize the different styles of others—how they think, communicate, and act
- Match” the styles of individuals to create connection and build rapport
- Identify others' expectations and use that understanding to help resolve conflict and solve complex problems
- Communicate more effectively in ways that increase understanding, respect, and results, even with the most difficult people





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Shoulda, Woulda, Coulda

...What was I Thinking?

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In this talk, John Stoker will show leaders, managers, and individual contributors **how to use his five-pillar approach to hold those difficult conversations to establish connection, build rapport, and talk about any topic, any time, with anyone.**

Your attendees will learn how to:

- Recognize thinking that keeps them stuck
- Use one secret for talking about any difficult topic with confidence and ease
- Provide feedback that creates contribution and collaboration rather than defensiveness and resistance
- Create solutions that lead to colossal transformations in productivity and profitability





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Your IQ is Determined by Your EQ

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In this talk John Stoker will show leaders, managers, and entrepreneurs how to recognize their own emotional triggers and how to use a simple model to defuse defensiveness in others.

John shares his four-pronged approach for gaining control of one's own negative feelings and teaches how to manage and defuse the negativity of other people's emotional reactions.

Your attendees will learn how to:

- Identify the triggers of their own emotional reactions
- Take the fury out of their emotional reactions
- Manage the emotions of others in conversation
- Defuse another person's defensiveness and increase understanding with them to improve productivity, build respect, and strengthen relationships

