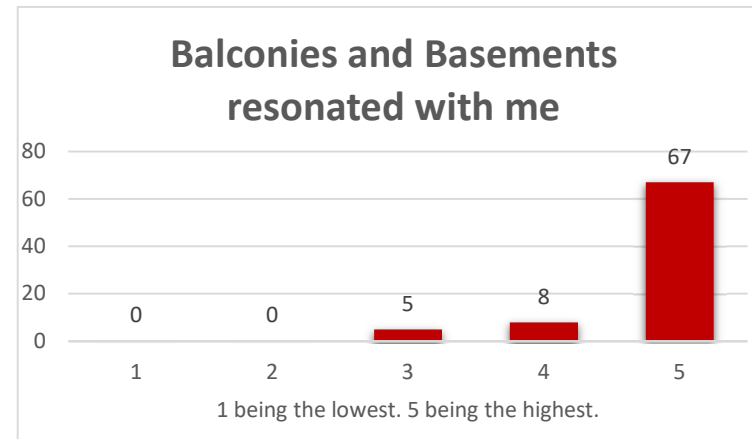
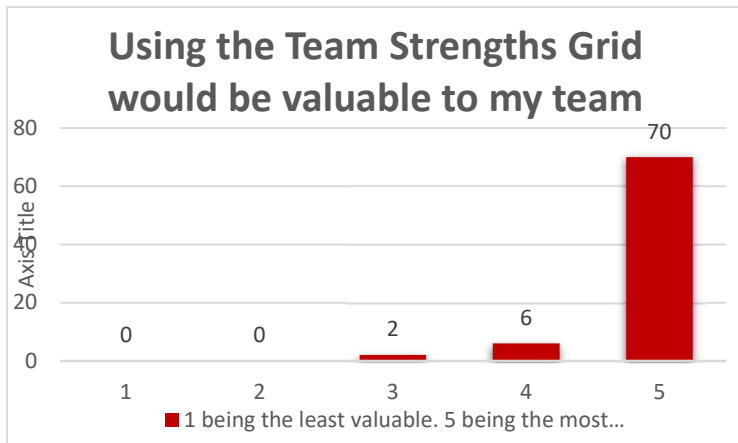
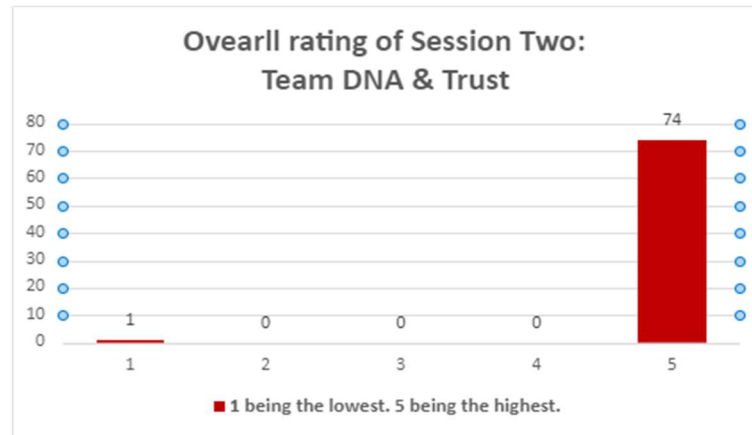
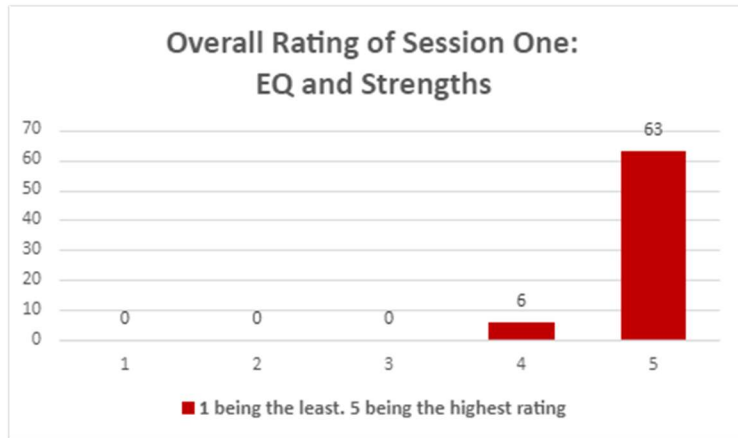




Ameritas National Sales Congress – Omaha Nebraska – March 21 – 23, 2022

Gallup Strengths and Emotional Intelligence Workshop presented to one hundred National Sales Leaders. **75 Survey Responses**





What are the key takeaways from this workshop hosted by LarryKeiterCoaching.com?

- Learning more about my strengths and how I can improve my weaknesses.
- Confirmation that we balance each other out to achieve our shared goals.
- Viewing my strengths as the unique picture of me that they are rather than looking at what others have with envy
- play to your strengths, You do not have to be the best at everything
- There is no right answer
- This was the best session ever!
- Great facilitator!!!
- There is a big difference between what you know and what you think you know.
- This helps with what you know about others, and that changes how you think about and get the most out of teams
- Love the energy and content! Excited about the concept of doing tasks in your strengths giving you energy... possibilities are endless.
- Learning how to communicate and interact with opposites.
- Learning and understanding strengths.
- Understanding my strengths
- Learning my weaknesses
- Focus on my strengths. It is going to feed and fuel me the best.
- Getting to see everyone else's strengths that are different than mine!
- Self-analysis. Love the interaction with peers
- I enjoyed the people interaction! I want to learn more about myself - just be myself.
- To embrace strengths, and understand how to work with weaknesses
- Top strengths and weaknesses
- Play to your strengths
- Focusing on improving your strengths
- I am not great at everything, and I do not need to be.
- It is okay to admit your weaknesses.
- Leverage strengths with those who can best complement weaknesses.
- Learning about my top five strengths
- Playing to your strengths
- Finding my strengths and weaknesses
- Being socially aware through emotional intelligence.
- Learn about yourself
- Understanding my strengths and playing to them more important than identifying things at which I am not as great.
- Focus on the positive strengths of yourself and others



- To look at myself for strengths instead of constantly looking at weaknesses. Be vulnerable enough to let people help you.
- Focus on what I am good at instead of what I am not so good at.
- Know your strengths and know what you are not. How to work well as a team and be the best version of yourself.
- You do not have to be who you are not, and that is okay
- You do not have to be perfect at everything. We are all freaking amazing in our own unique ways....
- Learning about myself and learning about my team members.
- Finding people that excel in areas I do not
- That as humans we naturally focus on negative. We need to understand our strengths and how to utilize them to maximize potential
- Learning to embrace who I am!
- The deeper dive in to the the overall strengths
- I discovered who I need to partner
- How to be self-aware of my strengths and how to better help my team.
- Gaining even more self-awareness and learning where I have developed
- How we tend to focus on what we are “not” versus what we “are”!
- Skills get sharper when the understanding of yourself and your team is better.
- Positivity and commitment to STRENGTHS
- Self-awareness and relationship management
- There is not one strength that is better than another in sales.
- That I do not have to be good at everything
- Self-awareness. Capitalize on strengths.
- Desire to view others reports to learn how to partner together
- I understand the meaning of the strengths better.
- Understanding who I am
- The strengths I have that I should concentrate on for the future.
- Learning more about myself and that I have changed and would have had difficult results if I had taken this a year ago.
- Learning that I am changing my sales strategy to suite my new role
- Always be aware of yourself.
- Reflect.
- Produce a plan and execute.
- Loved this session LK!!! You always do such a great job of driving home the point that we are all uniquely gifted, and that we should lean into our strengths and celebrate them, no matter how nerdy they look on paper;))
- Allowed me to realize where my strengths are and why I should focus on staying in those areas