



Transcript from June 4, 2010 to June 5, 2010

All times are Pacific Time

June 4, 2010

- 12:32 am **ConversationAge:** @sanchezjb @CASUDI we'll miss your both #kaizenblog c: @3keyscoach
- 1:55 am **karimacatherine:** @ConversationAge @3keyscoach: I Will make sure I am attending #kaizenblog. Topic is wicked "Know Your Core (cont) <http://tl.gd/1lki42>
- 2:34 am **GetResults:** @3keyscoach what's happening tomorrow on #kaizenblog? I'm going to try to join in. AND - how are you doing?
- 3:35 am **3keyscoach:** @startupcoach Met her through #kaizenblog. She is often quoted in the recaps I write on my blog w/ her fab insights
- 11:18 am **CASUDI:** The Friday chat #kaizenblog with @ConversationAge @3keyscoach ~ fast, intelligent & enlightening + great participants for #ff ~ ET NOON
- 11:39 am **BethHarte:** If You Had to do it Over: <http://bit.ly/b2RLY8> -- Today's #kaizenblog chat with @ConversationAge will prove to be helpful for sure! 12pm ET
- 11:45 am **meghanmbiro:** RT @BethHarte If You Had to do it Over: <http://bit.ly/b2RLY8> -- Today's #kaizenblog @ConversationAge prove to be helpful for sure! 12pm ET
- 12:24 pm **3keyscoach:** Today #kaizenblog chat at 12 pm ET/4pm GMT "Know Your Core Competencies for Clear Biz Messaging" - pls RT
- 12:25 pm **Renbor:** RT @3keyscoach: Today #kaizenblog chat at 12 pm ET/4pm GMT "Know Your Core Competencies for Clear Biz Messaging" - pls RT
- 12:37 pm **lizziepauker:** I look forward to it! RT @3keyscoach Today #kaizenblog chat at 12 pm ET "Know Your Core Competencies for Clear Biz Messaging" - pls RT
- 12:38 pm **3keyscoach:** Seth Godin-But you're not saying anything <http://bit.ly/bihozv> What would happen if you actually gave clear message? #kaizenblog

- 12:44 pm **CoCreatr:** RT @3keyscoach: Seth Godin-But you're not saying anything <http://bit.ly/bihozb> What would happen if you actually gave clear message? #kaizenblog
- 12:46 pm **3keyscoach:** Check out framing post by @ConversationAge <http://bit.ly/b8IHuN>-She used 1 of my faves-Hedgehog Concept :-D #kaizenblog
- 1:03 pm **3keyscoach:** RT @CASUDI The Fri chat #kaizenblog w/ @ConversationAge @3keyscoach~fast, intelligent & enlightening + great participants for #ff ~ ET NOON
- 1:07 pm **3keyscoach:** Thx! RT @Renbor: RT @3keyscoach: Today #kaizenblog chat at 12 pm ET/4pm GMT "Know Your Core Competencies for Clear Biz Messaging" - pls RT
- 1:40 pm **Baldrige_Barb:** RT @3keyscoach: Thx! RT @Renbor: RT @3keyscoach: Today #kaizenblog chat at 12 pm ET/4pm GMT "Know Your Core Competencies for Clear Biz Messaging" - pls RT
- 2:43 pm **GetResults:** RT @3keyscoach: Thx! RT @Renbor: RT @3keyscoach: Today #kaizenblog chat at 12 pm ET/4pm GMT "Know Your Core Competencies for Clear Biz Messaging" - pls RT
- 3:17 pm **ConversationAge:** I did write kick ass, not kiss ass, just checking :) <http://ow.ly/1U7Jy> will you join #kaizenblog chat today at 12 pm ET?
- 3:26 pm **CathyWebSavvyPR:** RT @3keyscoach: Thx! RT @Renbor: RT @3keyscoach: Today #kaizenblog chat at 12 pm ET/4pm GMT "Know Your Core Competencies for Clear Biz Messaging" - pls RT
- 3:27 pm **CathyWebSavvyPR:** @3keyscoach @ConversationAge I may have a social media coaching client today during #Kaizenblog 12-1 p ET. Sorry 2 miss it!
- 3:29 pm **jpearlstein:** T -30 minutes until #kaizenblog!
- 3:29 pm **BlakeGroup:** RT @BethHarte If You Had to do it Over: <http://bit.ly/b2RLY8> -- Today's #kaizenblog chat with @ConversationAge will be helpful! 12pm ET
- 3:30 pm **3keyscoach:** In 30 minutes #kaizenblog chat "Know Your Core Competencies for Clear Biz Messaging"-How do you describe what you do for customers?
- 3:39 pm **ConversationAge:** @BlakeGroup @jpearlstein @CathyWebSavvyPR @GetResults @BethHarte @CoCreatr @lizziepauker @karimacatherine thank you for the RTs #kaizenblog
- 3:47 pm **3keyscoach:** In 15 min, #kaizenblog chat "Know Your Core Competencies for Clear Biz Messaging"-How do you describe what you do for customers?
- 3:48 pm **3keyscoach:** We'll miss you too! @CathyWebSavvyPR Have a good meeting! #kaizenblog
- 3:49 pm **ColliersAZNews:** RT @3keyscoach In 15 min, #kaizenblog chat Know Your Core Competencies for Clear Biz Messaging How do you describe what you do for customers
- 3:52 pm **ConversationAge:** Less than 10 minutes for #kaizenblog chat "Know Your Core Competencies for Clear Biz Message"

- 4:01 pm **3keyscoach:** Welcome our chat today! We're talking about "Know Your Core Competencies for Clear Biz Message" #kaizenblog
- 4:02 pm **GetResults:** Dear all, I'll be involved in a chat 4 next hour, exploring Knowing Core Comps - join us - & pardon my tweet flood on #kaizenblog
- 4:02 pm **sueyoungmedia:** RT @3keyscoach: Welcome our chat today! We're talking about "Know Your Core Competencies for Clear Biz Message" #kaizenblog #GIFB
- 4:03 pm **3keyscoach:** @sueyoungmedia Hello Sue! #kaizenblog
- 4:03 pm **GetResults:** Good Day, Boomer, Sm biz expert, consultant, author, speaker, coach/mentor & succession planner. Good to be here on #kaizenblog
- 4:03 pm **3keyscoach:** @GetResults Hi John! Good to have you with us! #kaizenblog
- 4:04 pm **GetResults:** @3keyscoach Looking forward to - "Know Your Core Competencies 4 Clear Biz Messages" here on #kaizenblog
- 4:04 pm **karimacatherine:** Good day everyone. #kaizenblog
- 4:05 pm **3keyscoach:** @GetResults We do have good chats here! #kaizenblog
- 4:05 pm **GetResults:** @karimacatherine Hey! Nice to see you today #kaizenblog
- 4:05 pm **karimacatherine:** RT @GetResults: @3keyscoach Looking forward to - "Know Your Core Competencies 4 Clear Biz Messages" here on #kaizenblog
- 4:05 pm **GetResults:** @3keyscoach I would expect no less! #kaizenblog
- 4:05 pm **3keyscoach:** Who else is joining us today? We encourage listening (instead of lurking) but jump in whenever! #kaizenblog
- 4:06 pm **tomasacker:** Hi folks! #kaizenblog
- 4:06 pm **karimacatherine:** @GetResults : Great to see you too! #kaizenblog
- 4:06 pm **3keyscoach:** @karimacatherine Hi there! #kaizenblog
- 4:06 pm **GetResults:** @tomasacker Hi, nice to see you today #kaizenblog
- 4:06 pm **3keyscoach:** @tomasacker Hello Tom! How's it going? #kaizenblog
- 4:07 pm **ConversationAge:** @tomasacker hello Tom, welcome to the #kaizenblog chat
- 4:08 pm **Note_to_CMO:** @3keyscoach Good morning - will be with you for a bit here - #kaizenblog (You, too @ConversationAge)
- 4:08 pm **tomasacker:** @GetResults Nice to see you too John. #kaizenblog
- 4:08 pm **3keyscoach:** Well, shall we start? Concept of "kaizen" is continual improvement. We apply it here to our businesses. #kaizenblog

- 4:09 pm **sueyoungmedia:** @3keyscoach Greetings! #kaizenblog
- 4:09 pm **WayneTTurner:** I'm listening to #kaizenblog about core competencies, though I'm not sure I have anything to contribute. Guess that's why I'm listening.
- 4:09 pm **lizziepauker:** Sorry for potential tweet overload. Joining #kaizenblog.
- 4:09 pm **3keyscoach:** @Note_to_CMO Greetings, Stephen! #kaizenblog
- 4:10 pm **3keyscoach:** @WayneTTurner Listening is very useful. A core competency for you perhaps? #kaizenblog
- 4:10 pm **lizziepauker:** Hey #kaizenblog - GenY, critical thinking champion, regional consultant w/ HR selection & development solns up my sleeve here.
- 4:10 pm **3keyscoach:** Q1 How do you know your core competencies? #kaizenblog
- 4:10 pm **COSCFO:** Good afternoon #kaizenblog
- 4:10 pm **karimacatherine:** RT @3keyscoach: Q1 How do you know your core competencies? #kaizenblog
- 4:10 pm **3keyscoach:** @lizziepauker Hiya! #kaizenblog
- 4:11 pm **tomasacker:** Hi Elli and Valeria. Doing well, thanks. :) #kaizenblog
- 4:11 pm **GetResults:** In tough econ times, temptation is to "keep 1 chapter ahead of client" & take any work that comes in - takes 1 far from core! #kaizenblog
- 4:11 pm **karimacatherine:** @3keyscoach : are we talking businesses of all sizes or individuals? #kaizenblog
- 4:11 pm **ConversationAge:** RT @3keyscoach: Q1 How do you know your core competencies? #kaizenblog
- 4:11 pm **3keyscoach:** Welcome @COSCFO! #kaizenblog
- 4:11 pm **tdavidson:** RT @ConversationAge: Less than 10 minutes for #kaizenblog chat "Know Your Core Competencies for Clear Biz Message"
- 4:12 pm **GetResults:** need to take a short break - back soon #kaizenblog
- 4:12 pm **ConversationAge:** @lizziepauker that's a lot of horse power! :D Welcome to today's #kaizenblog Lizzie
- 4:12 pm **3keyscoach:** @karimacatherine I guess it depends. My niche focuses on #smallbiz so that's my bias. How about others? #kaizenblog
- 4:12 pm **karimacatherine:** @3keyscoach : I have client base of small businesses but also bigger corporations. #kaizenblog
- 4:13 pm **ConversationAge:** RT @GetResults In tough econ times, temptation is to "keep 1 chapter ahead of client" take any work that comes in- far from core #kaizenblog

- 4:14 pm **3keyscoach:** @GetResults How does that make sense when managing/developing business? #kaizenblog
- 4:14 pm **karimacatherine:** Core competency comes with experience and dirty hands, as well as ability to be flexible. #kaizenblog
- 4:15 pm **3keyscoach:** @karimacatherine asked interesting question about core competencies & size of biz. How many of us work w/ small biz? Large corp? #kaizenblog
- 4:15 pm **Note_to_CMO:** Core competencies = the intersection of what you are passionate about doing and what others think you do well. #kaizenblog
- 4:15 pm **karimacatherine:** RT @Note_to_CMO: Core competencies = the intersection of what you are passionate about doing and what others think you do well. #kaizenblog
- 4:15 pm **ConversationAge:** @karimacatherine would your niche be more what you bring to the table that is different? Process, value prop #kaizenblog @3keyscoach
- 4:16 pm **3keyscoach:** RT @Note_to_CMO Core competencies=the intersection of what you are passionate about doing & what others think you do well. #kaizenblog
- 4:16 pm **tomasacker:** There's a distinction between core competency and the audience you serve. #kaizenblog
- 4:16 pm **Note_to_CMO:** Whenever I've tried to niche myself, client often pulls me out of my bullseye. Flexibility is good. #kaizenblog
- 4:16 pm **3keyscoach:** RT @ConversationAge: @karimacatherine would your niche be more what you bring to table that is different? Process, value prop #kaizenblog
- 4:17 pm **dannybrown:** As long as your core competencies are fluid so you can adapt as needed ;-) #kaizenblog
- 4:17 pm **jpearlstein:** @3keyscoach Hi #kaizenblog! I know core competencies through areas I succeed in. But, justified through what other say about me.
- 4:17 pm **3keyscoach:** RT @karimacatherine: Core competency comes with experience and dirty hands, as well as ability to be flexible. #kaizenblog
- 4:17 pm **3keyscoach:** @dannybrown Can you tell us more about fluid core competencies? #kaizenblog
- 4:17 pm **3keyscoach:** RT @dannybrown: As long as your core competencies are fluid so you can adapt as needed ;-) #kaizenblog
- 4:18 pm **Note_to_CMO:** I think many have tendency to be too specific in what "core" means. #kaizenblog
- 4:18 pm **3keyscoach:** @tomasacker Tell us more about distinction betw core competencies & audience you are serving? #kaizenblog
- 4:18 pm **markchidwick:** RT @Note_to_CMO: Core competencies = the intersection of what you are passionate about doing and what others think you do well. #kaizenblog
- 4:18 pm **jpearlstein:** RT @3keyscoach: RT @dannybrown: As long as your core competencies are fluid so you can adapt as needed ;-) #kaizenblog

- 4:19 pm **ConversationAge**: RT @Note_to_CMO: I think many have tendency to be too specific in what "core" means. #kaizenblog [agree, too much drill down]
- 4:19 pm **WayneTTurner**: @3keyscoach mayB so! Perhaps we can define core competency 4 the sake of ths discussion? Simply put, isn't it wht U're best at? #kaizenblog
- 4:19 pm **karimacatherine**: @ConversationAge : yes, that as well. but core competency is really what you get to do well and get recognize for. #kaizenblog
- 4:19 pm **3keyscoach**: What do you mean? RT @Note_to_CMO: I think many have tendency to be too specific in what "core" means. #kaizenblog
- 4:19 pm **3keyscoach**: @WayneTTurner That's definition too. :) #kaizenblog
- 4:20 pm **3keyscoach**: RT @WayneTTurner mayB so! Perhaps we can define core competency 4 the sake of discussion? Simply put, isn't it wht U're best at? #kaizenblog
- 4:21 pm **dannybrown**: @Note_to_CMO Exactly. Niche is good for "bread and butter" but need to be flexible to offer to more outlets #kaizenblog
- 4:21 pm **Note_to_CMO**: @3keyscoach "Core" = deep. Our value isn't an exercise is reduction - sometimes it's expansion. [Vague enough?] #kaizenblog
- 4:21 pm **jpearlstein**: @3keyscoach @WayneTTurner is it what you are best at or what others perceive you to be best at? #kaizenblog
- 4:21 pm **tomasacker**: e.g. You may be desirable independent professional to others like you, but will probably not connect with multinationals. #kaizenblog
- 4:22 pm **Note_to_CMO**: Apparently, my core competence in "brevity" and "clarity" are suffering this morning... sick 2 yr olds dont sleep... #kaizenblog
- 4:22 pm **markchidwick**: So when "what I am best at" = "what people think I am good at" -> success! Alignment is the key. #kaizenblog
- 4:22 pm **3keyscoach**: @dannybrown @Note_To_CMO Our core competencies show up in all of our work, not dependent on environment #kaizenblog
- 4:22 pm **ambercleveland**: I'm missing #kaizenblog today but I'm spending quality time with my family ...I'll be there next week
- 4:23 pm **tomasacker**: what you are best at needs who you're best for as well? #kaizenblog
- 4:23 pm **3keyscoach**: @Note_to_CMO I can relate to that . We'll have to compare notes on 2 yr olds sometime. :) #kaizenblog
- 4:23 pm **Note_to_CMO**: @tomasacker Agree - w/ F500's/MNC's, deep specialization helps. Domain or functional expertise req'd. #kaizenblog
- 4:24 pm **3keyscoach**: @tomasacker If not connecting to multi-nationals, maybe not your target market/ideal client. #kaizenblog
- 4:24 pm **karimacatherine**: @ambercleveland : Enjoy Amber. Very precious time. #kaizenblog

- 4:24 pm **karimacatherine:** RT @Note_to_CMO: @tomasacker Agree - w/ F500s/MNCs, deep specialization helps. Domain or functional expertise reqd. #kaizenblog
- 4:24 pm **dannybrown:** @3keyscoach @Note_To_CMO True. But sometimes we can let them be diluted by the environment. #kaizenblog
- 4:24 pm **3keyscoach:** Q2 How do you keep message focused on what you really do? #kaizenblog
- 4:25 pm **karimacatherine:** @Note_to_CMO : Totally get it! have a 17 months old that is teething and cranky bc of vaccins :) same boat #kaizenblog
- 4:25 pm **3keyscoach:** @ambercleveland We miss you but have lovely time! Family is important! #kaizenblog
- 4:25 pm **tomasacker:** "If not connecting, maybe not your target market/ideal client." Exactly. Your core is not separate. Co-created with audience. #kaizenblog
- 4:25 pm **3keyscoach:** RT @dannybrown: @3keyscoach @Note_To_CMO True. But sometimes we can let them be diluted by the environment. #kaizenblog
- 4:25 pm **WayneTTurner:** @Note_to_CMO Is that deep as in 'hidden' or as in 'strong'. Perhaps both? #kaizenblog
- 4:26 pm **WayneTTurner:** RT @markchidwick: So when "what I am best at" = "what people think I am good at" -> success! Alignment is the key. #kaizenblog
- 4:26 pm **Note_to_CMO:** RT @tomasacker: "If not connecting, maybe not your target market/ideal client." Exactly. Your core is not separate. Co-created with audience. #kaizenblog
- 4:26 pm **dannybrown:** @3keyscoach RE. Q2: By setting your stall out from the start (ethics, business practices, people skills) & living them each day #kaizenblog
- 4:26 pm **3keyscoach:** @3keyscoach Co-created...fascinating! How many of us are thinking about what we do & how we are informed about what we do? #kaizenblog
- 4:26 pm **markchidwick:** Agreed. Aligning your skills to market perception is key: RT @3keyscoach: Q2 How do you keep message focused ... #kaizenblog
- 4:27 pm **tomasacker:** Q2 How do you keep message focused on what you really do? Do it! Actions speak louder than messages. #kaizenblog
- 4:27 pm **Note_to_CMO:** @WayneTTurner Deep as in tightly defined and with significant expertise. #kaizenblog
- 4:27 pm **WayneTTurner:** @markchidwick Be nice if they actually align. I guess that's why we always seek feedback. #kaizenblog
- 4:27 pm **3keyscoach:** RT @markchidwick: So when "what I am best at" = "what people think I am good at" -> success! Alignment is the key. #kaizenblog
- 4:27 pm **jpearlstein:** @3keyscoach clear communication within your company and your clients. #kaizenblog

- 4:28 pm **WayneTTurner:** @Note_to_CMO I like that definition the best so far! #kaizenblog
- 4:28 pm **Note_to_CMO:** Q2: This is a question of focus and discipline. Flip side is keeping open to new tangents/alternatives. #kaizenblog
- 4:28 pm **3keyscoach:** @WayneTTurner I've built in feedback loop that is formal & informal to keep abreast of what works w/ clients w/ my coaching #kaizenblog
- 4:28 pm **3keyscoach:** RT @WayneTTurner: @markchidwick Be nice if they actually align. I guess that's why we always seek feedback. #kaizenblog
- 4:29 pm **3keyscoach:** RT @Note_to_CMO: @WayneTTurner Deep as in tightly defined and with significant expertise. #kaizenblog
- 4:29 pm **ConversationAge:** RT @tomasacker: Q2 How do you keep message focused on what you really do? Do it! Actions speak louder than messages. #kaizenblog
- 4:29 pm **markchidwick:** Do what you are good at... and not one thing more. Collaborate for the rest #kaizenblog
- 4:29 pm **3keyscoach:** @Note_to_CMO Q2 Is challenge re-purposing our core competencies? #kaizenblog
- 4:29 pm **Jeffhurt:** The sweetspot occurs when U do what U R passionate about, what U R good @ doing & what the market values U 2 do: Your BHU #kaizenblog
- 4:30 pm **lizziepauker:** Q2 -U need a solid understanding of what u really do & what that means 2 ur target market in order 2 keep ur message focused. #kaizenblog
- 4:30 pm **3keyscoach:** I'll be leaving early today but will still write recap of this chat #kaizenblog
- 4:30 pm **ConversationAge:** RT @markchidwick: Do what you are good at... and not one thing more. Collaborate for the rest #kaizenblog
- 4:30 pm **WayneTTurner:** RT @tomasacker: Q2 How do you keep message focused on what you really do? Do it! Actions speak louder than messages. #kaizenblog Works4 me!
- 4:30 pm **markchidwick:** Is that the key to understanding what is your core comp. RT @3keyscoach: seek feedback. #kaizenblog
- 4:30 pm **Jeffhurt:** Your BHU is your best and highest use. Staying focused on that means some clients are not the best fit for you company #kaizenblog
- 4:31 pm **WayneTTurner:** RT @Jeffhurt: The sweetspot occurs when U do what U R passionate about, what U R good @ doing & what the market values U 2 do: Your BHU #kaizenblog
- 4:31 pm **Note_to_CMO:** @3keyscoach Need to be mindful that "our" stuff needs to fix "their" problems. Often 2 much focus on "our" stuff. #kaizenblog
- 4:31 pm **AndreBiester:** RT @markchidwick: Do what you are good at... and not one thing more. Collaborate for the rest #kaizenblog
- 4:31 pm **jpearlstein:** @ConversationAge be willing to say no. and stick to what you know best #kaizenblog

- 4:31 pm **ConversationAge:** I loved when Jim Collins fleshed out the "curse of competence" for us -- we get sidetracked when we're good at many things [#kaizenblog](#)
- 4:31 pm **3keyscoach:** Remember to keep tweets on short side so we can RT your wisdom! [#kaizenblog](#)
- 4:32 pm **BlakeGroup:** RT @JeffHurt The sweet spot occurs when U do what U R passionate about, what U R good @ doing & when the market values U [#kaizenblog](#)
- 4:32 pm **Note_to_CMO:** With great regret, I need to bail out early today - thanks! Client meetings call. [#kaizenblog](#)
- 4:32 pm **markchidwick:** RT @WayneTTurner: The sweetspot occurs when U do what U R good @ doing & what the market values U 2 do: [#kaizenblog](#)
- 4:33 pm **ConversationAge:** @Note_to_CMO thank you for joining in, Stephen. Always great contributions [#kaizenblog](#)
- 4:33 pm **BlakeGroup:** Sorry--had to jump in late! IMO also must stay flexible + keep learning to build competencies. [#kaizenblog](#)
- 4:33 pm **tomasacker:** @Note_to_CMO Good luck. [#kaizenblog](#)
- 4:33 pm **3keyscoach:** @markchidwick Yes. 1 of my core competencies is assisting others to take big ideas & make practical. Learned from feedback [#kaizenblog](#)
- 4:33 pm **markchidwick:** High quality problem :-)) RT @ConversationAge: we get sidetracked when we're good at many things [#kaizenblog](#)
- 4:34 pm **Jeffhurt:** @ConversationAge Curse of competence requires one to then focus on doing what you are passionate about. [#kaizenblog](#)
- 4:34 pm **3keyscoach:** @Note_to_CMO Thanks for jumping in. Hope the kids & you get rest. :) [#kaizenblog](#)
- 4:34 pm **soumyapr:** RT @3keyscoach: RT @dannybrown: As long as your core competencies are fluid so you can adapt as needed :-)) [#kaizenblog](#)
- 4:34 pm **ConversationAge:** @JeffHurt yes, I have that curse, BTW :) [#kaizenblog](#)
- 4:34 pm **dannybrown:** RT @ConversationAge: I loved when Jim Collins fleshed out the "curse of competence" for us -- we get sidetracked when we're good at many things [#kaizenblog](#)
- 4:35 pm **3keyscoach:** RT @Jeffhurt: @ConversationAge Curse of competence requires 1 to then focus on doing what you are passionate about. [#kaizenblog](#)
- 4:35 pm **lizziepauker:** Best advice I ever got - Listen. Listen to feedback. See if the messages u send are what you meant to say. [#kaizenblog](#)
- 4:35 pm **3keyscoach:** @ConversationAge I imagine that many of us on this chat are immensely talented but have to pick & choose when & where. Curses! [#kaizenblog](#)

- 4:36 pm **3keycoach:** RT @lizziepauker: Best advice I ever got - Listen. Listen to feedback. See if messages u send are what you meant to say. #kaizenblog
- 4:36 pm **BlakeGroup:** RT @lizziepauker Best advice ever - Listen. Listen to feedback. See if the messages u send are what you meant to say. #kaizenblog
- 4:36 pm **MaryAnnHalford:** hi - checking in - am here in DC for college reunion & have a few minutes to listen in to one of my favorite tweetchats #kaizenblog
- 4:36 pm **3keycoach:** So, if we keep our message focused on what we "really" do, what does that look like? #kaizenblog
- 4:36 pm **Jeffhurt:** IMO, unlearning is a skill we must adopt along with our passion, competency and what the market values. #kaizenblog
- 4:37 pm **ConversationAge:** @3keycoach also, listen to yourself. When do you light up while explaining what you're about? #kaizenblog
- 4:37 pm **Jeffhurt:** @3keycoach Focused messages means you R able to say it in less than 140 characters! #kaizenblog
- 4:37 pm **ConversationAge:** @MaryAnnHalford good hearing from you (and enjoy the reunion) #kaizenblog
- 4:37 pm **MaryAnnHalford:** RT @ConversationAge: @3keycoach also, listen to yourself. When do you light up while explaining what youre about?>GR8 ADVICE #kaizenblog
- 4:37 pm **3keycoach:** RT @Note_to_CMO Need to be mindful that "our" stuff needs to fix "their" problems. Often 2 much focus on "our" stuff. #kaizenblog
- 4:37 pm **jpearlstein:** @3keycoach That is why I look and encourage others to work with those that can reign them in. Its a dbl edge sword #kaizenblog
- 4:37 pm **3keycoach:** RT @ConversationAge @3keycoach also, listen to yourself. When do you light up while explaining what you're about? #kaizenblog
- 4:38 pm **3keycoach:** RT @Jeffhurt: @3keycoach Focused messages means you R able to say it in less than 140 characters! #kaizenblog
- 4:38 pm **lizziepauker:** #kaizenblog RT @lizziepauker @3keycoach - if we keep our message focused on what we really do it should read like a resume.
- 4:38 pm **markchidwick:** Challenging. Admirable skill. Advice? RT @3keycoach: @markchidwick assisting others to take big ideas & make practical. #kaizenblog
- 4:38 pm **3keycoach:** @MaryAnnHalford You're here! Terrific! #kaizenblog
- 4:39 pm **3keycoach:** @markchidwick Goes to another core competency-listen to what is said & not said #kaizenblog
- 4:39 pm **BlakeGroup:** @JeffHurt Yes! "Unlearning" is another part of being flexible, open to change, responsive, etc. #kaizenblog
- 4:39 pm **MaryAnnHalford:** @3keycoach THRILLED to have some moments to check in . . . #kaizenblog

- 4:39 pm **markchidwick:** Ooo - so true - so common. RT @3keyscoach: "our" stuff needs to fix "their" problems. Often 2 much focus on "our" stuff. #kaizenblog
- 4:40 pm **3keyscoach:** As a bonus, @ConversationAge & I invite you to share examples of your competencies. May illustrate points better. #kaizenblog
- 4:40 pm **karimacatherine:** RT @BlakeGroup: @JeffHurt Yes! "Unlearning" is another part of being flexible, open to change, responsive, etc. #kaizenblog
- 4:40 pm **spideas:** RT @Jeffhurt: IMO, unlearning is a skill we must adopt along with our passion, competency and what the market values. #kaizenblog
- 4:40 pm **Jeffhurt:** @3keyscoach Oo, that is good. Often what is not said is louder than the spoken words. #kaizenblog
- 4:40 pm **tomasacker:** Don't think "message." Compare messages . . . all sound similar. Stand out! Bring it to life! #kaizenblog
- 4:40 pm **3keyscoach:** @BlakeGroup Unlearning sounds like an interesting core competency. What's embedded to make that happen? #kaizenblog
- 4:40 pm **ConversationAge:** @Jeffhurt unlearning is a very useful skill - needs practice and also humility #kaizenblog
- 4:41 pm **Jeffhurt:** Listening requires learning the intent and hearing what is being said underneath the words. #kaizenblog
- 4:41 pm **lizziepauker:** Sometimes the imp message is what's not being said RT @markchidwick another core competency-listen 2 what is said & not said #kaizenblog
- 4:41 pm **valnelson:** RT @ConversationAge: Join @3keyscoach & me for #kaizenblog chat Fri at 12 pm ET "Know Your Core Competencies for Clear Biz Messaging"
- 4:41 pm **3keyscoach:** @Jeffhurt Absolutely, Can even "hear" in tweets if you see punctuation,use of language, angle of response, etc. #kaizenblog
- 4:41 pm **BlakeGroup:** @3keyscoach @JeffHurt Jeff, it's your term---I'll let you define it! #kaizenblog
- 4:41 pm **3keyscoach:** RT @Jeffhurt: Listening requires learning the intent and hearing what is being said underneath the words. #kaizenblog
- 4:41 pm **MaryAnnHalford:** @3keyscoach Unlearning requires humility and being open . . . not an easy skill for many #kaizenblog
- 4:41 pm **Jeffhurt:** @3keyscoach Unlearning requires embracing that change is constant. What is right today could b wrong tomorrow #kaizenblog
- 4:41 pm **ConversationAge:** @tomasacker "made in Italy", I go from zero to Italian in no time :) When what you do alignes with who you are... #kaizenblog
- 4:42 pm **karimacatherine:** In order to unleash your core competencies to their splendor, you need to be lucid and want to fess up. what you are good at? #kaizenblog

- 4:42 pm **GetResults:** @3keyscoach it's extremely short-sighted - but many do it - often results in OneTime Only sales #kaizenblog
- 4:42 pm **jpearlstein:** @3keyscoach when starting out, how do you find your competencies? #kaizenblog
- 4:42 pm **MaryAnnHalford:** RT @Jeffhurt: @3keyscoach Unlearning requires embracing that change is constant. What is right today could be wrong tmw > SO TRUE #kaizenblog
- 4:42 pm **markchidwick:** Listening to what is not said. Thanks @3keyscoach. Brilliant #kaizenblog
- 4:42 pm **BlakeGroup:** @JeffHurt Listening below the words--Yes!! Seeing the hidden agenda often means success or failure! #kaizenblog
- 4:42 pm **WayneTTurner:** RT @Jeffhurt: IMO, unlearning is a skill we must adopt along with our passion, competency and what the market values. #kaizenblog
- 4:42 pm **COSCF0:** @spideas @3keyscoach It can be empowering to recognize what you are not stellar at, accept it and find talent that is! #kaizenblog
- 4:42 pm **MaryAnnHalford:** @ConversationAge do you ever wind up tweeting in Italian? :) #kaizenblog
- 4:43 pm **3keyscoach:** @jpearlstein Did a lot of field training during degree work so mistakes were often my best teachers. #kaizenblog
- 4:43 pm **WayneTTurner:** RT @lizziepauker: #kaizenblog RT @lizziepauker @3keyscoach - if we keep our message focused on what we really do it should read like a resume.
- 4:43 pm **BlakeGroup:** @3keyscoach We need to stay focused yet flexible, confident yet willing to change. Balancing act! #kaizenblog
- 4:43 pm **Jeffhurt:** @ConversationAge Agreed. The more U embrace humility, the easier it is to say, *I was wrong.* #kaizenblog
- 4:43 pm **ConversationAge:** @MaryAnnHalford I do, when my Italian peeps use Twitter instead of FriendFeed :) #kaizenblog
- 4:43 pm **markchidwick:** RT @MaryAnnHalford: @3keyscoach Unlearning requires humility and being open . . . not an easy skill for many #kaizenblog
- 4:44 pm **3keyscoach:** @karimacatherine Should we take that as challenge to "fess up" here? #kaizenblog
- 4:44 pm **MaryAnnHalford:** RT @karimacatherine: In order to unleash ur core competencies to splendor, u need to be lucid U want to fess up. what u r good at? #kaizenblog
- 4:44 pm **Jeffhurt:** @3keyscoach Failure is such a great learning tool. We need to embrace more trial-and-error attempts. #kaizenblog
- 4:44 pm **ConversationAge:** @JeffHurt what if there is no right or wrong, just more natural and aligned? Sometimes ppl get hung up with labels #kaizenblog
- 4:44 pm **3keyscoach:** Yes! RT @BlakeGroup: @3keyscoach We need to stay focused yet flexible, confident yet willing to change. Balancing act! #kaizenblog
- 4:44 pm **MaryAnnHalford:** @ConversationAge Bravisimo!! #kaizenblog

- 4:44 pm **GetResults:** @MaryAnnHalford but is evolutionary change unlearning, or expanded learning? It's enhancing our BoK to become better #kaizenblog
- 4:44 pm **Jeffhurt:** @markchidwick Which part do you think is not an easy skill...humility or being open? or both? #kaizenblog
- 4:45 pm **dannybrown:** RT @Jeffhurt: IMO, unlearning is a skill we must adopt along with our passion, competency and what the market values. #kaizenblog
- 4:45 pm **Jeffhurt:** @ConversationAge Totally agree that labels can become constraints and chains. #kaizenblog
- 4:45 pm **ConversationAge:** @MaryAnnHalford there are many who know some Italian on Twitter, @livepath for example :) #kaizenblog
- 4:45 pm **WayneTTurner:** RT @Jeffhurt: @3keyscoach Unlearning requires embracing that change is constant.What is right today could b wrong tomorrow #kaizenblog /true
- 4:45 pm **valnelson:** RT @ConversationAge: @3keyscoach Listen to yourself. When do you light up while explaining what youre about? >GR8 ADVICE #kaizenblog
- 4:45 pm **MaryAnnHalford:** @GetResults unlearning is expanded learning - like that . . . #kaizenblog
- 4:45 pm **BlakeGroup:** Sometimes we get more points for asking questions than providing answers. Lots of "experts"- not so many learners. #kaizenblog
- 4:46 pm **3keyscoach:** @ConversationAge Ooh, like idea of no right or wrong. Good, better, best (okay, sometimes we stink @ something) #kaizenblog
- 4:46 pm **ConversationAge:** If your core takes you to creating something new, beware of existing labels and connotation attached to them #kaizenblog
- 4:46 pm **GetResults:** RT @ConversationAge: @JeffHurt what if there is no right/wrong, just more natural & aligned? Sometimes ppl get hung up w labels #kaizenblog
- 4:46 pm **Jeffhurt:** @ConversationAge Do you think we like labels because it is easier to box people or ideas than being organic and fluid? #kaizenblog
- 4:46 pm **dannybrown:** RT @3keyscoach: @ConversationAge Ooh, like idea of no right or wrong. Good, better, best (okay, sometimes we stink @ something) #kaizenblog
- 4:46 pm **valnelson:** One of my fav communication principles "People don?t care what you know, until they know that you care." #kaizenblog
- 4:47 pm **3keyscoach:** RT @ConversationAge: If your core takes you to creating something new, beware of existing labels & connotation attached to them #kaizenblog
- 4:47 pm **BlakeGroup:**and when I say "learners" I also mean "listeners"! #kaizenblog
- 4:47 pm **jpearlstein:** @3keyscoach i try not to see them as a mistake, but rather as a learning tools #kaizenblog

- 4:47 pm **GetResults:** @MaryAnnHalford am reminded of Edison - who knew 1000+ ways not to make a light bulb - did he unlearn, or expand? #kaizenblog
- 4:47 pm **karimacatherine:** @3keyscoach : haha, depends but I don't mind doing it :) #kaizenblog
- 4:47 pm **ConversationAge:** @valnelson why connection comes first #kaizenblog
- 4:47 pm **Jeffhurt:** @BlakeGroup Great point. I like to think of it as *questions along the journey* #kaizenblog
- 4:47 pm **MaryAnnHalford:** @Jeffhurt labels can be very helpful from a semantic perspective PLUS provide context #kaizenblog
- 4:48 pm **3keyscoach:** Hate leaving this chat but duty calls! Will write recap so stay brilliant everyone! #kaizenblog
- 4:48 pm **WayneTTurner:** RT @Jeffhurt: @3keyscoach Failure is such a great learning tool. We need to embrace more trial-and-error attempts. #kaizenblog /eg T. Edison
- 4:48 pm **GetResults:** @Jeffhurt Exactly #kaizenblog
- 4:48 pm **ConversationAge:** @JeffHurt I do - all the non linear professions are the ones with most opportunity now, prob lest recognition by standard bodies #kaizenblog
- 4:48 pm **Jeffhurt:** @GetResults I am a both & kind of guy. Maybe Edison did both, unlearned & expanded. He definitely wrestled w/ it #kaizenblog
- 4:48 pm **BlakeGroup:** @valnelson Yes--relationship is huge part of communications even in biz! A big differentiator. #kaizenblog
- 4:48 pm **tomasacker:** Van Gogh and Picasso both understood core. Van Gogh died poor. Picasso rich. One understood creating value for others. #kaizenblog
- 4:49 pm **WayneTTurner:** RT @valnelson: One of my fav communication principles "People don?t care what you know, until they know that you care." #kaizenblog stil tru
- 4:49 pm **MaryAnnHalford:** @GetResults he expanded! but knew he had to unlearn to expand . . . new twist on Descartes - I unlearn, therefore I expand! #kaizenblog
- 4:49 pm **lizziepauker:** #kaizenblog -we shouldn't stick to labels but I think people use them because they allow for quick, to-the-point messaging.
- 4:49 pm **BlakeGroup:** @JeffHurt @BlakeGroup Great point. I like to think of it as *questions along the journey* #kaizenblog Beautifully put, Jeff!
- 4:49 pm **Jeffhurt:** @MaryAnnHalford Very true. What happens with the semantics are different depending upon culture? #kaizenblog
- 4:49 pm **3keyscoach:** @karimacatherine Since I'm leaving, go on w/ challenge! #kaizenblog :-D
- 4:49 pm **MaryAnnHalford:** @tomasacker well one had both ears and was better able to listen! :) #kaizenblog

- 4:49 pm **valnelson:** #kaizenblog @3keyscoach I wrote about this idea of knowing your "accomplishment story" and gave my example here: <http://ow.ly/1Ubba>
- 4:49 pm **markchidwick:** RT @Jeffhurt: @MaryAnnHalford Very true. What happens with the semantics are different depending upon culture? #kaizenblog
- 4:49 pm **Jeffhurt:** RT @MaryAnnHalford: new twist on Descartes - I unlearn, therefore I expand! #kaizenblog
- 4:49 pm **BlakeGroup:** @MaryAnnHalford @GetResults ...knew he had to unlearn to expand . . . new twist on Descartes - I unlearn, therefore I expand! #kaizenblog
- 4:50 pm **GetResults:** @MaryAnnHalford I think Descartes would like that. #kaizenblog
- 4:50 pm **ConversationAge:** @WayneTTurner do more testing and look for clues, be a scientist, a student @JeffHurt diff attitude and approach enable learning #kaizenblog
- 4:50 pm **lizziepauker:** RT @Jeffhurt: RT @MaryAnnHalford: new twist on Descartes - I unlearn, therefore I expand! #kaizenblog
- 4:50 pm **ConversationAge:** @GetResults think he didn't get attached to any of them, kept going @MaryAnnHalford #kaizenblog
- 4:51 pm **dannybrown:** Still think Dale Carnegie had the best approach to core competencies: "Develop success from failures." #kaizenblog
- 4:51 pm **Jeffhurt:** @tomasacker Ooo, that is good. One understood how to take passions, competeneices & translate into market value #kaizenblog
- 4:51 pm **ConversationAge:** Q3: what criteria do you use to determine the real value you bring to your clients/customers? #kaizenblog
- 4:51 pm **GetResults:** @markchidwick it is the responsibility of the communicator to ensurre s/he was understood - by confirming w audience #kaizenblog
- 4:51 pm **MaryAnnHalford:** @Jeffhurt culture and semantics can be quite a maze to decipher! #kaizenblog
- 4:51 pm **valnelson:** RT @tomasacker: Don't think "message." ...all sound similar. Stand out! Bring it to life! #kaizenblog Yes, bring it to life is key!
- 4:52 pm **MaryAnnHalford:** @ConversationAge lack of attachment is key to unlearning and expanding . . it is critical to discovery #kaizenblog
- 4:52 pm **GetResults:** @ConversationAge very true, but he build a BoK based on all of them culminating in a bulb that shines brightly #kaizenblog
- 4:52 pm **WayneTTurner:** RT @MaryAnnHalford: @tomasacker well one had both ears and was better able to listen! :) #kaizenblog /van gogh on!
- 4:52 pm **markchidwick:** RT @WayneTTurner: RT @Jeffhurt: @3keyscoach Failure is such a great learning tool. We need to embrace more trial-and-error #kaizenblog

- 4:52 pm **MaryAnnHalford:** RT @GetResults: @ConversationAge very true, but he build a BoK based on all of them culminating in a bulb that shines brightly #kaizenblog
- 4:52 pm **tomasacker:** Too funny MaryAnn! And thanks Jeff! Phone call in 5. Thanks everyone! Best chat on Twitter. #kaizenblog
- 4:52 pm **GetResults:** @MaryAnnHalford And Idioms (in all languages) complicate matters - basis of second language learning #kaizenblog
- 4:53 pm **ConversationAge:** RT @tomasacker: Van Gogh, Picasso both understood core. Van Gogh died poor.Picasso rich.One understood creating value for others #kaizenblog
- 4:53 pm **GetResults:** RT @MaryAnnHalford: @ConversationAge lack of attachment is key to unlearning and expanding . . it is critical to discovery #kaizenblog
- 4:53 pm **karimacatherine:** @MaryAnnHalford : nice to see you. thanks for the mention. #kaizenblog
- 4:53 pm **markchidwick:** Agreed RT @GetResults: it is the responsibility of the communicator to ensure s/he was understood - by confirming w audience #kaizenblog
- 4:53 pm **KyleeCoffman:** RT @Jeffhurt: Listening requires learning the intent and hearing what is being said underneath the words. #kaizenblog
- 4:53 pm **Jeffhurt:** Q3: Answer - A level of self confidence needed that I & my service worth my fee. #kaizenblog
- 4:53 pm **Sprezzatura:** My GOD I love this RT @designdamage My mentor's best advice for me when engaging in conversation: W.A.I.T : Why Am I Talking #kaizenblog
- 4:54 pm **ConversationAge:** @tomasacker thank you. Tom. Have a great weekend! #kaizenblog
- 4:54 pm **lizziepauker:** RT @Sprezzatura: My GOD I love this RT @designdamage My mentor's best advice for me when engaging in conversation: W.A.I.T : Why Am I Talking #kaizenblog
- 4:54 pm **Jeffhurt:** @MaryAnnHalford I like that. So we need to adopt & adapt to unpacking suitcases, becoming unattached & unlearning #kaizenblog
- 4:54 pm **markchidwick:** RT @ConversationAge lack of attachment is key to unlearning and expanding . . it is critical to discovery #kaizenblog
- 4:54 pm **valnelson:** #kaizenblog Love this idea of embracing failure. Detaching from results is how we get results in the long run. See it all as an experiment.
- 4:54 pm **BlakeGroup:** @Sprezzatura RT @designdamage My mentor's best advice for me when engaging in conversation: W.A.I.T : Why Am I Talking #kaizenblog
- 4:54 pm **karimacatherine:** Ackwoledging core competency can take time. it can take falling, stumbling and also sometime, striking gold. do it w/ passion #kaizenblog
- 4:54 pm **GetResults:** @KyleeCoffman and getting beyond your own filters, biases - otherwise we listen to respond, not understand #kaizenblog

- 4:54 pm **MichaelWillett:** Yes! RT@markchidwick RT @WayneTTurner RT @Jeffhurt @3keyscoach Failure such a great learning tool-need more trial-and-error #kaizenblog
- 4:54 pm **ConversationAge:** @GetResults I'm and ESL :) @MaryAnnHalford -- how am I doing in English? #kaizenblog
- 4:54 pm **klrichardson:** RT @JeffHurt Listening req's learning the intent & hearing what is being said underneath the words. #kaizenblog (a skill that is developed)
- 4:55 pm **MaryAnnHalford:** @GetResults it is a marvel when folks like @conversationage can make it work across the cultural terrains! #kaizenblog
- 4:55 pm **MaryAnnHalford:** @karimacatherine always fabulous to see you! #kaizenblog
- 4:55 pm **markchidwick:** RT @designdamage My mentor's best advice for me when engaging in conversation: W.A.I.T : Why Am I Talking #kaizenblog
- 4:55 pm **MaryAnnHalford:** @ConversationAge a lot of us native English speakers have a lot to learn from you in how to use Twitter! #kaizenblog
- 4:55 pm **GetResults:** @ConversationAge I've always found you to be articulate and engaging - you're doing fine #kaizenblog
- 4:56 pm **ConversationAge:** A few minutes to end of chat - Q3: what criteria do you use to determine the real value you bring to your clients/customers? #kaizenblog
- 4:56 pm **MichaelWillett:** RT @GetResults @markchidwick it is responsibility of the communicator to ensure s/he was understood - by confirming w audience #kaizenblog
- 4:56 pm **ConversationAge:** @GetResults [blush] the way the tweet reads, sounds like I was fishing for compliments (secretly was :) #kaizenblog
- 4:57 pm **BlakeGroup:** Q3 Confidentiality means I can't give details, but have had contract for over 20 years w/ 1 client, 12 w/ 2 others. Feels good! #kaizenblog
- 4:57 pm **karimacatherine:** Q3 : difficult one. real value can be determined w/ Success, return, repeat sales, rave about how good you are, and referrals... #kaizenblog
- 4:57 pm **MaryAnnHalford:** RT @markchidwick: RT @designdamage My mentors best advice 4 me when engaging in convo: W.A.I.T : Why Am I Talking > LOVE THAT #kaizenblog
- 4:57 pm **MaryAnnHalford:** @ConversationAge and you deserve every one of them! #kaizenblog
- 4:57 pm **GetResults:** @ConversationAge when the shoes of the fisherman fit, wear them gracefully (& don't all women have the shoe gene?) #kaizenblog
- 4:57 pm **Jeffhurt:** Q3: Criteria used to determine real value brought to clients? What the marketplace is willing to pay #kaizenblog
- 4:57 pm **WayneTTurner:** RT @ConversationAge: @WayneTTurner do more testing and look for clues, be a scientist, a student #kaizenblog / working on the student part!

- 4:57 pm **ConversationAge**: @GetResults LOL! Mine are usually designer shoes #kaizenblog
- 4:58 pm **Jeffhurt**: @ConversationAge Fishing for compliments? You R such a humble person! ;) Deserving too. #kaizenblog
- 4:58 pm **MaryAnnHalford**: RT @GetResults: @ConversationAge when shoes of the fisherman fit, wear gracefully (& dont all women have the shoe gene?) > :) #kaizenblog
- 4:58 pm **ConversationAge**: RT @Jeffhurt: Q3: Criteria used to determine real value brought to clients? What the marketplace is willing to pay #kaizenblog
- 4:58 pm **BlakeGroup**: @designdamage Yes, everyone should keep this on hand!! "WAIT: Why Am I Talking?" !! #kaizenblog
- 4:58 pm **GetResults**: Q3 - I try to look at client WIIFM as 1st criteria - when I clarify & mutually characterize that we tend 2 get real value #kaizenblog
- 4:59 pm **karimacatherine**: @GetResults : We all do, starts really early too. :) re : all women have a dhoe gene #kaizenblog
- 4:59 pm **ConversationAge**: RT @karimacatherine: Q3: real value can be determined w/ Success, return, repeat sales, rave about how good you are, referrals #kaizenblog
- 4:59 pm **COSCF0**: @ConversationAge Q3: Client retention and referrals are the KPI's all else is smoke and mirrors. #kaizenblog
- 4:59 pm **markchidwick**: criteria do you use to determine the real value you bring? When they actively promote you. When they are your best sales team #kaizenblog
- 4:59 pm **ConversationAge**: RT @israeliwine: @ConversationAge I ask myself "do they keep coming back?" As a measure for whether they think I deliver value #kaizenblog
- 4:59 pm **Jeffhurt**: @GetResults I think our clients look for DIMTY: Do I Matter To You. #kaizenblog
- 4:59 pm **ConversationAge**: RT @COSCF0: @ConversationAge Q3: Client retention and referrals are the KPI's all else is smoke and mirrors. #kaizenblog
- 4:59 pm **BlakeGroup**: @MaryAnnHalford RT @GetResults: @ConversationAge Some of us have the purse gene instead of shoe--but that's different chat! #kaizenblog
- 4:59 pm **MichaelWillett**: ! RT @ConversationAge RT @Jeffhurt: Q3: Criteria to determine real value brought to clients? What marketplace is willing to pay #kaizenblog
- 5:00 pm **lizziepauker**: RT @ConversationAge: RT @karimacatherine: Q3: real value can be determined w/ Success, return, repeat sales, rave about how good you are, referrals #kaizenblog
- 5:00 pm **MaryAnnHalford**: @GetResults Client WIIFM is definitely a criteria cornerstone #kaizenblog
- 5:00 pm **jpearlstein**: @ConversationAge end of the day my wellbeing. if i can't provide value, i cant survive #kaizenblog

- 5:00 pm **valnelson:** @BlakeGroup And exactly why introverts actually have an advantage with biz communications. They tend to listen before speaking. #kaizenblog
- 5:00 pm **BlakeGroup:** @valnelson Excellent point: introverts can be better communicators because they listen more! #kaizenblog
- 5:00 pm **MaryAnnHalford:** @Jeffhurt DIMTY and WIIFM @getresults - are both great criteria for serving clients - LOVE THESE ACRONYMS #kaizenblog
- 5:00 pm **WayneTTurner:** In chats like #kaizenblog, I sometimes I feel like a 15 yr old auditing a graduate course. You guys are so smart!
- 5:00 pm **GetResults:** @Jeffhurt Yes, all relationship is rooted in hope (for success) and trust (do I dare trust you). Only then can things happen! #kaizenblog
- 5:01 pm **ConversationAge:** RT @jpearlstein: end of the day my wellbeing. if i can't provide value, i cant survive #kaizenblog
- 5:01 pm **ConversationAge:** RT @digitalng: @ConversationAge Value can't always be measured in dollars. Van Gogh added value to society and culture. #kaizenblog...
- 5:01 pm **GetResults:** @BlakeGroup there is usually more value in a purse (presuming you keep your cash there) #kaizenblog
- 5:02 pm **Jeffhurt:** Thanks all for providing my luncheon brain power and zapping my perspective with fresh ideas. Back to the grind. #kaizenblog
- 5:02 pm **BlakeGroup:** @MaryAnnHalford @GetResults WIIFM is definitely a criteria cornerstone #kaizenblog YES! Motto for 1 of my clients!
- 5:02 pm **MaryAnnHalford:** RT @valnelson: @BlakeGroup why introverts actually have adv w biz comm - tend 2 listen be4 speaking.>HAVE INTROVERT ENVY #kaizenblog
- 5:02 pm **ConversationAge:** @WayneTTurner this is a good group, all of you! #kaizenblog
- 5:02 pm **karimacatherine:** The real value is delivering on your promise to the client. #kaizenblog
- 5:03 pm **BlakeGroup:** @GetResults My money AND my life! Oh, you have NO idea!!!! #kaizenblog
- 5:03 pm **karimacatherine:** RT @BlakeGroup: @valnelson Excellent point: introverts can be better communicators because they listen more! #kaizenblog
- 5:03 pm **MaryAnnHalford:** RT @karimacatherine: The real value is delivering on your promise to the client. > AGREE #kaizenblog
- 5:03 pm **ConversationAge:** @Jeffhurt thank you for stopping by and for the comment at Conversation Agent (I love comments :) #kaizenblog
- 5:03 pm **lizziepauker:** Lots of work to do but great conversation with #kaizenblog. Top advice from today's convo @designdamage W.A.I. T : Why am I talking?
- 5:03 pm **GetResults:** @markchidwick client championship is huge plus, how they see, communicate value, may, or may not serve your purpose - must shape #kaizenblog

- 5:04 pm **ConversationAge:** Thank you all who participated (and listened to) #kaizenblog chat today: knowing your core competencies to develop a clear business message
- 5:05 pm **ConversationAge:** In a few minutes I will share the transcript. I take notes and action steps after each chat #kaizenblog what about you?
- 5:05 pm **BlakeGroup:** @MaryAnnHalford RT @valnelson: INTJ vs ENTJ--I have done MyersBriggs several times + test both. Nice! #kaizenblog
- 5:05 pm **karimacatherine:** I have to sign off, Thank you so much for the great conversation! @conversationAge @3keyscoach #kaizenblog
- 5:05 pm **WayneTTurner:** RT @lizziepauker: Lots of work to do but great conversation with #kaizenblog. Top advice from today's convo @designdamage W.A.I.T : Why am I talking?
- 5:06 pm **GetResults:** Thanks to @ConversationAge & @3keyscoach for stimulating topic and guided leadership here today on #kaizenblog
- 5:06 pm **MaryAnnHalford:** @BlakeGroup @valnelson - I am a perpetual ENTP! And I am way out there on E - my only borderline is P/J! #kaizenblog
- 5:06 pm **markchidwick:** Agreed. Sometimes good, sometimes not. RT @GetResults: client promo is huge ... but may not serve your purpose - must shape #kaizenblog
- 5:07 pm **MaryAnnHalford:** Amazing convo today - thanks@conversationage and @3keyscoach - super stimulating! #kaizenblog
- 5:08 pm **ConversationAge:** What a way to kick off the weekend! If you'd like to continue the conversation, framing post at my blog is wide open, I'm around #kaizenblog
- 5:09 pm **GetResults:** Thnx 4 RT's & tweets 2: @BlakeGroup, @MaryAnnHalford, @markchidwick, @ConversationAge, @jeffhurt, @3keyscoach, @karimacatherine #kaizenblog
- 5:09 pm **BlakeGroup:** TY to @ConversationAge for excellent #kaizenblog + @karimacatherine @MaryAnnHalford @GetResults @valnelson @JeffHurtand....
- 5:10 pm **GetResults:** @MarketingMary Why thank you - have a great weekend. #kaizenblog
- 5:10 pm **BlakeGroup:**and TYs for great #kaizenblog to @3keyscoach + @designdamage @ElliotZovighian
- 5:11 pm **BlakeGroup:** @MaryAnnHalford I think we could do a whole chat on Myers Briggs + how to work with our core personality types! #kaizenblog
- 5:11 pm **ConversationAge:** Great chat 392 tweets, 47 contributors #kaizenblog transcript <http://ow.ly/1Uc11>
- 5:12 pm **MaryAnnHalford:** @BlakeGroup absolutely . . . Myers Briggs convo is a great idea #kaizenblog
- 5:12 pm **GetResults:** @BlakeGroup I know folks who could contribute significantly to that (Kathy Myers is longtime friend/client) #kaizenblog

- 5:12 pm **BlakeGroup:** @ConversationAge Great chat 392 tweets, 47 contributors #kaizenblog transcript <http://ow.ly/1Uc11>
- 5:13 pm **BlakeGroup:** @MaryAnnHalford @BlakeGroup absolutely . . . Myers Briggs convo is a great idea #kaizenblog Valeria, what do you think?!!
- 5:14 pm **ConversationAge:** @GetResults then we must line up as guest in a future #kaizenblog chat @BlakeGroup @3keyscoach
- 5:28 pm **ConversationAge:** Great follow up to today's #kaizenblog chat - Listening To What Isn't Said - <http://ow.ly/1Ucy5> @chris_bailey
- 5:30 pm **sharonmostyn:** RT @ConversationAge: Great follow up to today's #kaizenblog chat - Listening To What Isn't Said - <http://ow.ly/1Ucy5> @chris_bailey
- 5:46 pm **WayneTTurner:** RT @ConversationAge: Great chat 392 tweets, 47 contributors #kaizenblog transcript <http://ow.ly/1Uc11>
- 6:09 pm **FAMTripTV:** RT @JeffHurt: RT @MaryAnnHalford: new twist on Descartes - I unlearn, therefore I expand! #kaizenblog
- 8:29 pm **markchidwick:** BRILLIANT !!! RT @FAMTripTV: RT @JeffHurt: RT @MaryAnnHalford: new twist on Descartes - I unlearn, therefore I expand! #kaizenblog
- 9:35 pm **sanchezjb:** Apologies 4 the late add..Core competencies: Those things that lead 2 important biz outcomes that should not be outsourced. #kaizenblog
- 9:39 pm **sanchezjb:** A core competency can b something that you're not presently good at but u know u need 2 improve on it if ur biz is to succeed. #kaizenblog
- 9:41 pm **lizziepauker:** Thanks for the shout out @HutchdeLoach - #kaizenblog has solid discussions, fridays at 12ET. I highly recommend checking it out next week!
- 9:44 pm **valnelson:** @BlakeGroup @MaryAnnHalford @karimacatherine For clarity, introverts tend to listen 1st naturally, but extroverts can do it too. #kaizenblog
- 11:17 pm **MaryAnnHalford:** @valnelson as a total certified Myers-Briggs Extrovert - I totally believe in listening - but I have to work at it! :) #kaizenblog
- 11:19 pm **MaryAnnHalford:** @markchidwick thanks for the great mention! Happy weekend! #kaizenblog

June 5, 2010

- 12:07 am **CoCreatr:** RT @ConversationAge: Great follow up to today's #kaizenblog chat - Listening To What Isn't Said - <http://ow.ly/1Ucy5> @chris_bailey
- 12:30 am **BillyGnSC:** RT @designdamage: 1of my mentor's best advise for me when engaging in conversation: W.A.I.T : Why Am I Talking #kaizenblog

1:01 pm

abbykinz: RT @valnelson One of my fav communication principles "People don?t care what you know, until they know that you care." #kaizenblog

Powered by [WTHashtag](#), A [Microblink](#) Property | [Contact](#)