





Mary B. Lucas



The People Business



The Bichelmeyer Family





How to Succeed in the People Business?





Bring out the Best!



John Bichelmeyer

1916 - 2004





**To Live in Hearts We
Leave Behind Means
Not to Die**



How do YOU Bring Out the Best?

- Impressions You Make
- Accountability You Take
- Appreciation You Show



First Impressions





***“The first hunk
of meat you
sell is yourself.”***





Positive Impressions






“Find the Like”





***“If you don’t like
somebody,
then they don’t like you.”***





**LISTEN to Learn
What to Like!**





**Who is YOUR
Lisa Gray?**





Lasting Impressions





***“Don’t forget the
Comeback Sauce!”***



Comeback Sauce

- Recipe:
 - 1 Part Recognition
 - 1 Part Connection
 - Add a Dose of the Unexpected



**What is YOUR recipe
for Comeback Sauce?**



Overwhelmed?

All Day "ON"

People Pressures

YOU

Life Balance


Personal Issues

Change & Uncertainty

Pressure & Stress



***“The only way **YOU** can change
how **YOU** view the world is to
change how **YOU** view the
world.”***





Accountability



***“Get out
your
blinders &
put them on!”***





Admit Your Mistakes



“Raise your hand, put it down, & get back to playing the game.”






**Know When to
Let it Go!**






“Over the L”





***“Don’t take
life so seriously,
you are never going
to get out of it alive
anyway.”***





**If you don't have a
Happy Birthday it's
your own damn fault!**





**Celebrate Every
Chance You Get!**





**Nobody Makes You
Happy but Yourself.**



***“Send
yourself
flowers”***





Appreciation





**Don't get all wrapped
up in yourself
because...**



***“When you are
all wrapped up
in yourself,
you make a
damn small
package.”***



***“Don’t act like
it’s your due...
take every
chance to say
THANK YOU!”***





Remember...



Impressions You Make

- First
- Positive
- Lasting

Accountability You Take

- Blinders
- Admit Your Mistakes
- Let it Go!
- Celebrate Every Chance You Get!

Appreciation You Show

- Don't Get All Wrapped Up In Yourself...
- Take Every Chance You Get To Say THANK YOU!

Bring out the Best

- Impressions You Make
- Accountability You Take
- Appreciation You Show



Last Story

Inspire Yourself





Thank You!



***“Don’t
forget the
Comeback
Sauce!”***



Keep in Touch!

- “Like” the Facebook Fan Page
 - www.facebook.com/MaryBLucasFanPage
- “Join” The LinkedIn Groups:
 - Mary B. Lucas – Author, Speaker, People Connector
- Follow the Blog:
 - www.MaryBLucas.com
- Twitter:
 - @maryblucas
- American Heart Association Tribute Center:
 - www.HeartsWeLeaveBehind.com



Thank You!

www.MaryBLucas.com

