



DIMENSIONAL FUND ADVISORS CO-CEO

DAVE BUTLER WITH HOST DON YAEGER

Don's favorite quotes from the episode:

- "The best way to build trust is meeting or exceeding expectations over and over again."
- "Take something off your boss' desk and bring it better than expected. Those wins create more opportunities, and that becomes your resume."
- "To be a great teammate, always think about the other person. What are they thinking? How are they feeling?"

Reflection Questions: Dave encourages you to stop micromanaging and start "macro-managing." Consider these questions:

How often do you check in on your team members? Do you ask about minor details and decisions?

Do your team members feel empowered to make decisions without constantly seeking my approval? Name a few examples:

How do I react when mistakes are made by my team?

THE ART OF

Storytelling

INCREASE SALES • CAPTIVATE INVESTORS • GROW LEADERSHIP





It is a Universal Truth: Storytellers change the world. They connect with others at such an intimate level that they become the best leaders, the best mentors, the best teachers, preachers, politicians and salespeople. They're even the best dinner guests!

The good news is that the Art of Storytelling ***CAN BE LEARNED!***

Your audience can improve their storytelling skills by incorporating fundamental elements and habits. In this live or virtual program you will learn the **Ten Elements of a Well-Told Story** that Don has discerned from research and applied as longtime Associate Editor of Sports Illustrated and an 11-time *New York Times* best-selling author.

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