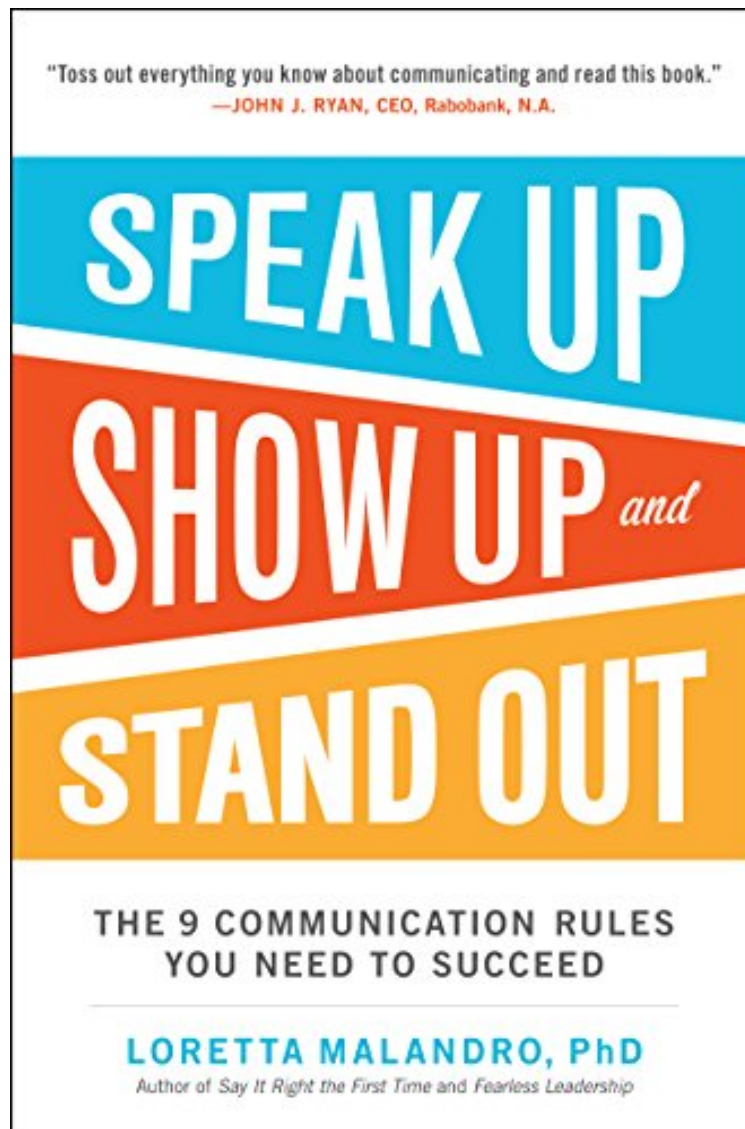


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## Speak Up, Show Up, and Stand Out: The 9 Communication Rules You Need to Succeed (Business Books)

Loretta Malandro

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Loretta Malandro : Speak Up, Show Up, and Stand Out: The 9 Communication Rules You Need to Succeed (Business Books) before purchasing it in order to gage whether or not it would be worth my time, and all praised Speak Up, Show Up, and Stand Out: The 9 Communication Rules You Need to Succeed (Business Books):

3 of 3 people found the following review helpful. Buy it! Read it! Do what it says! Stand out!By Michael VogtThis book is about more than someone trying to deliver their best, sometimes. It is about a fundamental change, a

transformation, which has to come from within. Speak Up, Show Up, and Stand Out drives home the message that personal transformation requires 100% willingness to change ourselves instead of trying to change others or situations. 50/50 ain't doing nothing. 99% won't do it. This book talks about willingness! And this is the dilemma. Unless I am 100% willing to change, I will be ignorant of any issues. I can conveniently project any chaos around me on some external source causing the loss of peace in myself and others. Now why would I do that? Because, as Loretta points out, it will keep me unconscious and any problems that are out there will have nothing to do with me, it won't be my fault! This book lays out a clear roadmap for a team, leaders, a department, right down to oneself! Even I as an individual will have to answer the question: 1. Am I playing fair with myself? I have to get 100% clear about the most important questions which need to be answered at the onset of any undertaking. 2. What is my purpose? 3. What is the outcome I want to see! Read Speak Up, Show Up, and Stand Out if you want to breakthrough anything that has been holding you back and reach a new, much higher level of success. Michael Vogt, Director of Operations, Control Technology Solutions, Inc. 3 of 3 people found the following review helpful. Speak Up, Show Up, and Stand Out - It's like having Loretta at your side. By W. Smith. Loretta's new book offers a powerful perspective. Her focus on authenticity and trust in her new book continues to reveal useful and unexpected leadership paths. I have had positive experiences using Loretta's "commitment to each other's success principle" that she writes about in Speak Up, Show Up, and Stand Out. The world is replete with authors who articulate useful hints, suggestions, rules, etc. I've had personal experience in participating in the Malandro Consulting Group training programs. For me, the most impressive aspect of the Malandro Consulting Group is not simply their ideas, but the way Loretta and her excellent team apply those ideas, in real time, with people struggling, arguing, fighting, resigning and finally learning how to work together in a way that preserves the individual in all of us, not only without compromising the result, but elevating it. Making it better. Making us better. Even now, I look upon those series of training and consulting sessions as an impressive tour-de-force. An undertaking that could have only worked (I believe) with Loretta's leadership, incisive intellect, and resolute personal strength. I'll see these qualities in her new book. Loretta forces us to see. Once you experience Loretta's approach in this new book, you will learn how to deal with problems, the environment, and your colleagues. I dare say, as a reader, you will not hesitate to find a way to exploit your new insights. Wayne Smith, CEO, iTest Quality Partners, Inc. 1 of 1 people found the following review helpful. It's a great reminder about how consistent and vigilant we must become ... By Brett H. Morris. I've purchased the Kindle version of Speak Up, Show Up, and Stand Out and I am half-way through it. I am also re-reading Dr. Malandro's book, Fearless Leadership. I am reporting reviews from both books. There is a part of me that wishes I could find a flaw that would constructively illuminate something, but I haven't and frankly I have no confidence that I will. Fearless Leadership provides a powerful approach for building high performance teams and leaders. It makes you think and gives you a roadmap for achieving a new level of success. Dr. Malandro's new book, Speak Up, Show Up, and Stand Out broadens the audience to include people at all levels in an organization and drills down to specifics by providing practical scripts and guidelines for how to communicate effectively in today's environment. Speak Up, Show Up, and Stand Out talks about so much of what is necessary for many of my clients right now. This is especially true in making expectations clear and being aware of the unintended impacts of misused e-communication that the author writes about. In meetings and calls with my clients, it's quickly apparent how we humans live in our own world and standards. SUSUSO speaks to this precisely. It's a great reminder about how consistent and vigilant we must become if we are to bring accountability to what we're doing and achieve a new level of success. On a broader level I hear a message in both Fearless Leadership and Speak Up, Show Up, and Stand Out that real, sustained communication and leadership effectiveness requires a high level of personal accountability. In other words, we must live by high personal standards or what Loretta refers to as the 9 Communication Rules. When reading these two books, I often stop and reflect on business, political, social leaders who have stood the test of time. They all seem to be modeling what these books are teaching. I recommend both books for people who are serious about transforming their personal effectiveness (regardless of title or position). If you want to transform your organization and team, these books are the Holy Grail. Read them. Study them. Apply them. Brett Morris, Senior Consultant, Momentum Consulting

Master a New Way of Communicating to Build Influence and Achieve Unparalleled Success Radical is the best word to describe Speak Up, Show Up, and Stand Out. This book provides you with The 9 Communication Rules you need to succeed in a crowded world. You need an edge and this book will give it to you. This doesn't mean you need a complete overhaul. It means making a strategic shift in how you think and how you communicate. You will discover how to make significant and profound tweaks in the words and phrases you use. The result: Not only will you boost your communication effectiveness and your ability to influence, you will learn how to get the results you want, fast. Dr. Loretta Malandro and her company, the Malandro Consulting Group, is known worldwide for their expertise in transforming behavior and how people work together. You will learn her secrets to success in this lean and effective book.

From the Author Since the publication of *Fearless Leadership*, I have received countless questions and comments from my readers. They all point to one theme: Readers want a shortcut guide for how to deal with any challenging communication situation that might encounter. And, they want to know what to say and how to say it. They don't have the time to read a dozen books or articles to get what they need. Who does? I wrote *Speak Up, Show Up, and Stand Out* to give you, the reader, a lean and easy-to-use book that is a guide for how to be a highly effective communicator. This book is precise and to-the-point. It tells you why one communication approach works and why another approach doesn't work. It gives you sample scripts and phrases to use especially in difficult situations. You will also learn about the 50 top word traps that reduce your credibility and destroy relationships and how you can replace these word traps with effective language that is sure to boost your success. All of this comes together in the 9 Communication Rules which are simple to understand, but they take rigor to consistently apply them at work and at home. I promise you this: If you genuinely take on these 9 Communication Rules and apply them in your life, you will dramatically change the results you are getting, you will glide through tough situations with ease, your confidence will skyrocket, and you will open up many new avenues for your success.

From the Back Cover "Toss out everything you know about communicating and read this book." --- John J. Ryan, CEO, Rabobank, N.A. "As long you're willing to play 'full out' and give it your all, these 9 Communication Rules will help you succeed in all aspects of your life--far beyond what you believe is possible." --- James (Jim) K. Gowans, Co-President, Barrick Gold Corporation "Leadership and communication skills go hand-in-hand. Great leaders pay attention to the detail...and effective communication is all about the detail. Loretta owns this space!" --- Mark Cutifani, Chief Executive Officer, Anglo American "The proven roadmap for being a highly effective and influential communicator...I know because I've applied Loretta's process firsthand and it works. Every time." --- Janet Plaut Giesselman, Chief Executive Officer, NH Enterprises and former President and General Manager, Dow Oil and Gas "Unless your the world champions you can always improve, and Loretta is the best at showing you how you can stand out and succeed!" --- NBA Coach Alvin Gentry, Associate Head Coach for Golden State Warriors, former coacher for the L.A. Clippers, Phoenix Suns, Miami Heat, and Detroit Pistons

About the Author DR. LORETTA MALANDRO is the founder and CEO of the Malandro Consulting Group, an organization that works with companies worldwide to produce high performance results, leadership, and teamwork. Loretta is known as a top behavioral expert, a professional speaker, and author of several landmark business communication books.