

Conversations WITH KERRIE

KERRIE PHIPPS STANDS CONFIDENTLY BEFORE A ROOM OF EAGER EARS. HER CRAFT IS WELL LEARNT; HER MESSAGE PURPOSEFUL AND PACKAGED WITH HUMILITY AND GRACE. THE SYNCHRONICITY OF BELIEF AND PASSION IS CONTAGIOUS. THE AUDIENCE SWAYS TO KERRIE'S MANTRA: CONNECTIONS MATTER, PEOPLE MATTER, YOU MATTER.

Dubbo resident Kerrie Phipps is a woman on a mission. She is busy promoting the opportunity to create and generate connections in her recently released third book, *Do Talk to Strangers*. The ability to make connections, Kerrie believes, is fundamental in building a successful business and living a prosperous life. Her book is creating ripples of change in the art of connecting across the Central West and beyond. Kerrie's mission is global. "There isn't any reason why the Central West can't be known as the friendliest region in the world," she says.

Kerrie's experience in the field of personal development has a lengthy track record. For more than a decade, she has excelled as a leadership coach and written for both regional and national magazines. Author of an impressive collection of inspirational books such as *Create the Life Journal* (2008) and *Lifting the Lid on Quiet Achievers* (2009), Kerrie has also contributed her learning to six other published titles.

Her latest accomplishment, *Do Talk to Strangers – How to connect with anyone anywhere*, highlights Kerrie's passion to make a positive difference, generating new opportunities in business and life.

"Connections matter, and people matter," Kerrie says. "They matter so much more than people realise. We can't live life without each other, we all have value. If we connect well, it makes life rewarding for everyone."

A chance meeting on a train with the CEO of the Vincent Fairfax Family Foundation led to financial funding assistance for tertiary students in the Central West. Kerrie believes the right place, time and attitude is crucial for these opportunities to become fruitful. With every chance meeting and every handshake hello, Kerrie welcomes the prospect to grow her world of connections with gratitude.

Kerrie assures the techniques to connect successfully are simple to learn when her ASKING model is employed and practised. "An inspiring conversation can be initiated with an open smile, good eye contact and quality questions."

Kerrie has pushed herself beyond her own comfort zone. She has successfully evolved her coaching work to incorporate guest and keynote speaking at business functions globally. Kerrie has made it her business to excel at effective communication, mentor self-awareness and leadership, develop training, build networks and empower those around her to do the same.

Kerrie speaks with an appealing vulnerability and a refreshing level of transparency, culminating in a dynamic delivery of honest thoughts and ideals. Her adventurous spirit and ability to connect inspires a need to know and learn more. It was with genuine enthusiasm I accepted the opportunity to experience Kerrie's workshop, Connecting with Confidence, in Orange.

Connecting with Confidence workshop

I am taken, quite frankly, on a journey I didn't expect to travel. Pandora has opened her tool box of conversing. I am guided through new neural pathways of thought, effective learning and connecting, steps to stunning customer service and implementing behaviour change. I am fascinated by the simple yet effective skills necessary to bring opportunity and awareness into one's life.

As I sit transfixed, my ego has had to get out of its own way. After all, making connections is what I do in my work. I have diligently done what every good writer should do: ask questions, do the research, observe. How could I not know this? What have I been missing? This is a life changer.

It is apparent to all present that Kerrie is a skilled orator. A spontaneous engaging teacher with the ability to foster self-belief in others effortlessly. Like a scene from *The Wizard of Oz*, Glinda the Good Witch sprinkles her positivity across the workshop participants. Many lions have found their courage today, many a tin man their heart.

Change the direction of your business and life and celebrate the learning journey with Kerrie. Follow the yellow brick road to connecting with confidence at www.kerriephipps.com. [cw](#)

Words: Dayna Tierney

TIPS FOR AUTHENTIC CONNECTIONS

- ✓ Relax, be yourself, be curious.
- ✓ Notice things to compliment.
- ✓ Notice positive things to comment on or ask about.
- ✓ Discover, or rediscover, how making someone's day makes yours too.

