



THE CHAMELEON APPROACH

When We Adapt, We Survive

Course Description:

Too often when we default to our own style of communicating - only to find conversations stall, relationships strain, and opportunities slip away. In this engaging, participative session, Greg Gray introduces the Chameleon Approach: a framework for meeting others where they are without sacrificing your own authenticity. You'll explore simple grids and hands-on exercises that help you read people's preferences, adapt your tone and pacing, and build genuine rapport in any interaction.

This course reframes communication as a two-way dance: rather than molding others to your style, you learn to flex your own behaviors—like a chameleon. Through real-time polls, quick partner drills, and Greg's signature storytelling, you'll practice spotting four core behavioral types and adjusting your approach to persuade, collaborate, and lead more effectively.

Participants Will Learn:

- How to identify four primary communication styles—Director, Entertainer, Relator, Perfectionist—using a simple grid
- Techniques for adapting your pace, tone, and questions to match each style without losing your own voice
- Strategies for shifting from “make them like me” to “meet them where they are” in difficult conversations
- When and how to lean forward or pull back—knowing which dynamics build trust versus trigger resistance
- A self-audit process to track your own default biases and expand your behavioral range
- Tips for sustaining authenticity while flexing your style—staying true to your brand and values

Why This Is Important:

Relationships hinge on our ability to connect, and connection requires us to adapt—otherwise our best ideas go unheard and our efforts are misread. By mastering the Chameleon Approach, you'll transform every interaction—from everyday check-ins to high-stakes negotiations—into a genuine exchange that builds trust and moves the conversation forward.

Meeting people where they are doesn't dilute who you are—it elevates what you can achieve together.

