



Emotional Intelligence: **The Proposal Manager's Secret Weapon**

Emotional Triggers Mapping

Objective: Identify emotional triggers to improve self-awareness.

<i>Trigger Situation</i>	<i>Emotional Reaction</i>	<i>Typical Behavior</i>	<i>EQ-Based Alternative</i>

Mindful Moment:

Reflect on 2-3 recent high-pressure proposal experiences.

What stood out emotionally

"The Pause" for Emotional Regulation

Scenario: A client changes the scope at the last minute.

- ***Automatic Reaction:***
- ***Pausing Response with 4-7-8 Breathing:***
- ***New Perspective Gained:***

4-7-8 Technique: Inhale 4 seconds → Hold 7 seconds → Exhale 8 seconds

"EQ Strength + Self-Care Action Plan

Build your emotional toolkit for sustainable success.

Top 3 EQ Strengths:

- 1.
- 2.
- 3.

Growth Areas:

- 1.
- 2.

Proposal Self-Care Plan:

- ***Daily:***
- ***Weekly:***
- ***High-Stress Proposal Phases:***

Ready to lead with emotional intelligence? Let's take your growth further—connect with CT Wellness Co. for coaching, workshops, or team training at ctwellnessco.com.



Emotional Intelligence: **The Proposal Manager's Secret Weapon**

Team + Client Connection Tracker Moment

<i>Moment</i>	<i>Team Dynamics Reflection</i>	<i>Client Empathy Practice</i>

Weekly EQ Reflection Journal

Pick one moment from this week's proposals to reflect on.

- ***What emotion surfaced most?***

- ***How did I respond?***

- ***What worked? What can I improve?***

- ***What support or strategy helped me?***

Reminders:

- ***Emotionally intelligent leaders build winning teams.***
- ***Self-awareness + self-regulation = effective decision-making.***
- ***Self-care is strategy, not selfishness.***

Ready to lead with emotional intelligence? Let's take your growth further—connect with CT Wellness Co. for coaching, workshops, or team training at ctwellnessco.com.