



About James Knight

Entrepreneur, behavioural scientist, international speaker James Knight has spent over 20 years researching, testing, applying and teaching a universal language he created called iMA that is designed to help people understand, relate to, engage and work with people better.

Early in his career as a representative for the Dale Carnegie Organisation James began looking for a way to help him engage more, sell more and earn more. The systematic communication system he developed led him to become one of the top 1% of all Dale Carnegie representatives worldwide and start several successful businesses on both sides of the Atlantic.

Dreamweaver

For a great example on how James used iMA to actualise his dream of building a magnificent resort called the Vineyards on 14 acres off the Black Sea Coast in Bulgaria by weaving his dream into others who dreamed of owning an apartment or villa by the sea visit <http://iMA-dreamer.com>

Seminar Leader

James Knight has had the good fortune to discover and share with tens of thousands of people the answer to the questions, "Why do I do what I do?"

Why do I get on well with some people and struggle with others?

How can I create personally and professionally a world that I deserve to live in?

In his presentations James introduces simple and easily applied principles, fundamentals and concepts that when practiced will make your life easier, happier and more productive.

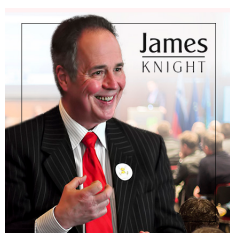
A common thread runs through all of James Knight Seminars.

The answer to the worlds most pressing problems is in the question, "What colour are you?"

James simultaneously shares practical information, excites and motivates his audience to put iMA to immediate use in their business and personal life.

His speeches and workshops have educated and entertained audiences throughout the US and Europe.

James Knight is a  what colour are you? If you don't know click here <http://iMAhigh.com> to find out now.



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The Answer to the Worlds Most Pressing Problems is in the Question.

“What Colour are you?”

There is a simple solution to dealing with the differences in people that will make your life easier, happier and more productive.

It is a way to discover your natural talents, the things that you do effortlessly, that gives you energy, keeps you excited and enables you to produce extraordinary results.

Things that the majority of the world population can't come close to matching and where you will gain your greatest rewards.

The answer is a colour based universal language called iMA that is designed to help you understand yourself and others better and communicate and Connect with them on their wavelength.

iMA is simple, yet goes deep with universal applications and a global reach.

It helps organisations engage with their employees causing them to want to stay, stay longer, stay committed to achieving their goals. It helps them engage with their customers causing them to want to buy, buy more, refer more and stay longer.

People go to work, stay at work and are motivated to work in an environment where they feel valued.

When iMA is at work trust, morale, communication, understanding, cooperation, productivity, sales and profitability go up and misunderstandings, absenteeism, staff turnover, stress and tension go down.

iMA Strategies include:

- Communication: Giving you a blueprint that when followed will create moments of magic and avoid moments of misery.
- Connecting: When you Connect with others they give you their time and attention, place weight on what you say, willingly assist you and go out of their way to be with you.
- Relationship: You can't do it alone. Whatever it is that you want to achieve you need the help, support and cooperation of others to get it.
- Team Building: Putting the right people in the right jobs, acquiring, retaining and utilizing the best talent.
- Sales: Matching your iMA selling style with the customers buying style.

Learn how to create chemistry with your workforce and what to avoid that destroys it.

- Create an environment where everyone feels valued.
- Create positive relationships and effective work communication.
- Understand employee perspectives.
- Build productive working relationships
- Bridge the gap between management and employees.
- Provide managers with a framework that can dramatically achieve greater productivity in less time and effort.
- Relate effectively to employees
- Predict probable behaviour.
- Make differences work for you

Whatever it is that you want iMA gets better results with people in less time, effort, and money.

