

Running a growing, successful retail business is suddenly a lot easier for Lynn Vu. She's got plenty of smiles—and plenty to say—about the transformative concepts in *Knowing Me, Knowing You*, author and researcher Nadine Hanchar's breakthrough book that's changing lives around the world.



Lynn Vu, owner
Health Essentials

Hanchar has identified 24 processing styles; her groundbreaking, innovative PEP Personality Process® is helping businesses enjoy more harmony, productivity, and profitability. “Learning how we each handle stress, seek comfort, make decisions, filter information, communicate with others, and react to situations is essential to creating sustainable working relationships,” Hanchar explains. “Our processing style influences how our environment—and everyone we work with—affects us.”

Vu's main message to those who have not yet had the opportunity to harness Hanchar's groundbreaking personality and communication tools? Read the book. “It will change your life. It will improve your life so much, to a point you really can't understand right now, until you do it.”

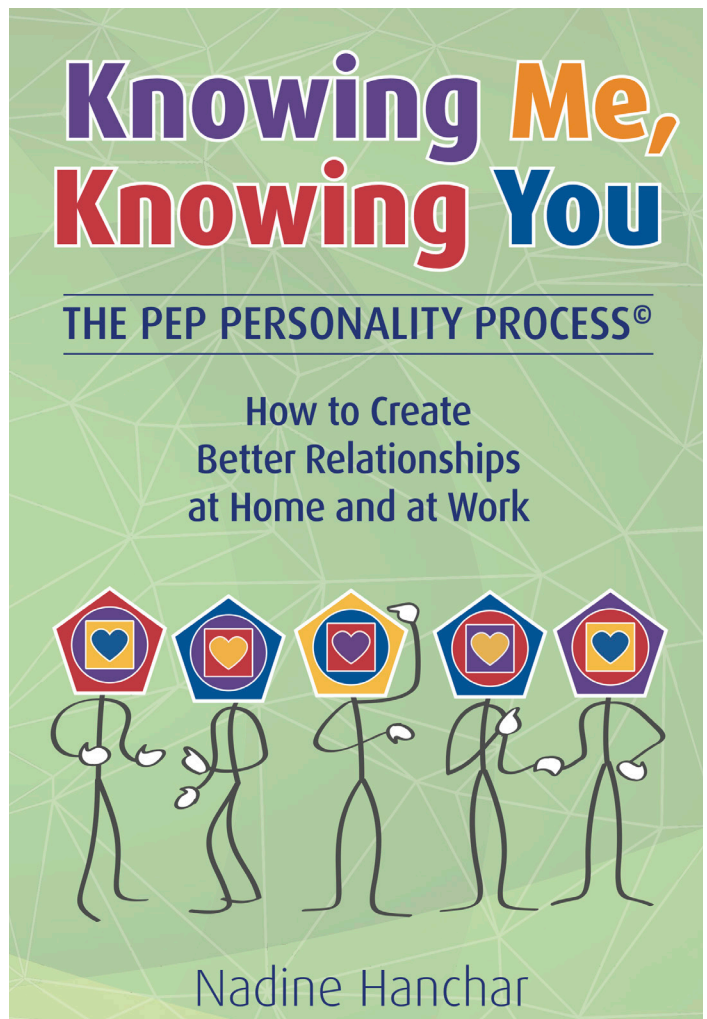
Vu credits the book for helping her efficiently resolve misunderstandings and build trust within her team. “We're all just different,” Vu explains. “Sometimes

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when we have those frustrating moments — when you might be irritated with somebody for just a small nuance—and you remember, ‘OK, right, that’s their communication style. It’s OK! It’s not personal.’”

The book offers each reader the opportunity to fill in a quick survey that brilliantly guides them to which one of Hanchar's identified 24 processing styles they have—and a customized guide to understanding the innate ways they interpret the people around them and express themselves. “This can be amazingly transformative in all aspects of life... not just the workplace,” says Vu.



For more about Nadine Hanchar's latest book, “Knowing Me, Knowing You,” visit progressiveplus.com