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Author, speaker and
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consultant Lencioni
(The Three Signs of a
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preaches a business model that may seem antithetical to many, which he calls "getting naked": being unafraid to show vulnerability, admit ignorance, and ask the dumb questions when dealing with clients.

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Shedding the Three...

Getting Naked tells the remarkable story of a management consultant who is trying desperately to merge two firms with very different approaches to serving clients. One relies on vulnerability and complete transparency; the other focuses on

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proving its
competence and
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protecting its
The Three Fears
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Write a review. Jan
20, 2012 Michael

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rated it really liked it.

"Getting Naked" is a metaphor advanced in a new book by the

prolific and insightful

Patrick Lencioni, about how to build a culture of client

service excellence by

helping people shed their fears, baggage, and ego in any

business for which dealing with clients is

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a driver of success.
The book, which
takes the form of an
accessible if
sometimes contrived
first-person story,
focuses on the fears
that effect all of us in
client...

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When a small

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Boutique consulting firm gets bought out by one of its biggest competitors, they teach the more senior consulting firm a lesson in how to win over clients. Using “the naked service” business model, they show how vulnerability and transparency are the keys to customer

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Loyalty. In the fable,
the fictional character
of Jack Bauer learns
how to shed the three
big fears of any
business, by “getting
naked,” and
becoming more real
to their potential
clients, instilling trust
...

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Shedding The Three

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Written by: Patrick
Lencioni Presented

by: Susan R. Schilke
Overview. Another
leadership story from
Pat Lencioni; Follows
Jack Bauer (a
different one), a

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management consultant, trying to
learn about his former
#1 competitor – now a
newly acquired part of
his company;

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Author, speaker and

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consultant Lencioni

(The Three Signs of a
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preaches a business model that may seem antithetical to many, which he calls "getting naked": being unafraid to show vulnerability, admit ignorance, and ask the dumb questions when dealing with clients. Lencioni's central argument is that by focusing on sales, rather than

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communication,
consultants miss the
key part of their job-
consulting-and
therefore lose out on
valuable long-term
client relationships.

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Getting Naked. :
Written in the same

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dynamic style as his
previous bestsellers
including The Five
Dysfunctions of a
Team, Lencioni
illustrates the
principles of inspiring
client loyalty through
a...

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Business Fable By:

Patrick Lencioni

Presented by: Susan

Schilke Overview

Another leadership
story from Pat

Lencioni Follows Jack

Bauer (a different

one), a management

consultant, trying to

learn about his former

#1 competitor – now a

newly acquired part of

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Getting Naked: A Business Fable About Shedding The Three

...
Getting Naked tells the remarkable story of a management consultant who is trying desperately to merge two firms with very different approaches to serving clients. One relies on vulnerability and

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complete
transparency; the
other focuses on
proving its
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The idea of “getting
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Overcoming your fears
of vulnerability.
About Shedding
Lencioni describes
The Three Fears
the three fears as 1)
That Sabotage
fear of losing the
business, 2) fear of
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being embarrassed,
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and 3) fear of feeling
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inferior to your clients.

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Since Brené Brown's powerful TED Talk in 2010, vulnerability has become an increasingly popular topic. There have been numerous leadership books, articles, and podcasts on this subject. I recently...

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