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In one of my past columns, I talked about how networking is GIVING! The person that gives the most is the person who receives the most. So, what do you have to give? What do you have to offer that can help others achieve their goals and desires? Can't think of anything? Well, I'm going to give you some suggestions that you use with everyone and I mean everyone. And these are suggestions that people will embrace and love to receive. The way that you can remember these suggestions is by the acronym "W.E.L.C.O.M.E."

"W" = Warm greeting. When you meet somebody, instead of going up and saying, "Hi, how are you," try to add a little bit more umph to it. Show people that you are genuinely glad to see these them. Say things like "It's really nice to meet you" or "It's a pleasure to see you again." When you shake their hand, show some enthusiasm. People love to be appreciated and you can do this every time if you show that you are happy to see them.

"E" = Enormous smile. People who have a smile on their face come across as friendlier, warmer, and more inviting. The cool part about smiles is that they make you feel better. If you walk around with a smile or even just a little grin on your face, you'll feel better and, best of all, you'll make other people feel better too

"L" = Listening ear. God gave us two ears and one mouth for a reason. We are supposed to hear twice as much as we can say. The art of listening is something that is sorely lacking in the business today. People want to be able to talk about what they have to talk about and know that you are listening to them. Most people are so busy thinking up a response to what others have said that they never REALLY hear what



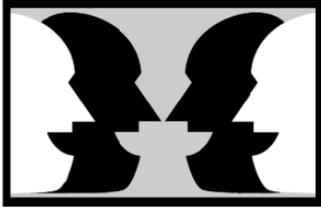
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is being said in the first place. If you take the time to listen to somebody, you'll be amazed at the connections you will make.

“C” = Compliment. People love compliments and they don't get enough of them. The great part about compliments is that every time you give a sincere compliment, people will feel better about themselves plus they will feel better about you and more connected to YOU. It's the perfect example of giving and receiving. You give the compliment that makes the other people feel better and in return, they feel better about you.

“O” = Open Mind. You should always try to keep an open mind when meeting someone or talking with someone. There are a lot of people who will meet others and immediately try to pigeon-hole them into a specific group. Don't have a preconceived notion in your head that you know what people are about just because of their occupation. No one likes to be judged. If you stop making snap judgments about people, you will find so many more people to do business with because you will take the time to learn about them instead of try to figure them out in the first 30-60 seconds.

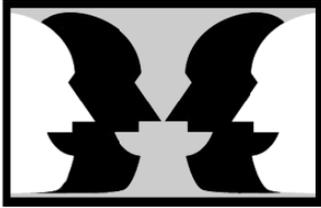
“M” = Motivating comment. People love to be motivated. People NEED to be motivated. People need as much encouragement as they can get. Most people don't get any where near the amount of encouragement and motivation as they need. What a motivating comment does is it makes other people feel empowered. It gives them the feeling that they can do anything. It also shows that YOU believe in them, even when they might not always believe in themselves.



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“E” = enthusiastic introduction. There’s the old sales adage that says if you’re not enthused about your product or service, how can you convince someone else to be? Well it’s the same way when you introduce people that you know: If you are not excited about the people you are introducing, how is it possible for others to become excited too? The more enthusiastic the introduction, the better that person is going to appear in the eyes of the other person.

If you’re struggling with what you have to offer people at your next business or social function, try one of the above suggestions and watch how people will begin to connect with you. See you next month.



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