

# 6 making *new connections* TOOLS

## LISTEN

Listen for opportunities to join a conversation. Keep that head up and actually see and hear what's going on in the real world all around you. Leave the house today with the intention of hearing a conversation that you could get into. Listening to what people are saying creates easy opportunities for you to join the conversation. As soon as you overhear something that you can relate to, take a chance and jump in.

## OFFER A GENUINE COMPLIMENT

This is by far the most common tool to make new connections. You have likely done this without knowing it. When you offer a genuine compliment to someone about anything to do with their appearance or their work, you will connect. Compliments are this rare thing that are greatly under-expressed and so powerful. Because we all need and love praise, the recipient of your compliment will give you their full attention. So the next time you see something you like or appreciate about a situation or person, be sure to get out of your comfort zone, and express it to them. I'm telling you, this is connecting magic! Try this: "Excuse me. Sorry to interrupt you. But I just wanted to compliment you on..."



## USE HELP TO SAY, "HI"

Use help as your excuse to meet someone. Open a door, pick something up that they've dropped or a jacket that has fallen on the floor etc. Common courtesy goes a long way.

# LOOK UP

## OPEN WITH A QUESTION

Meeting new people is much easier than you think. Asking a question is a great and simple way to break the ice. You can ask a stranger about something simple like the weather or anything that you would like to know about. What you ask of a new person is less important than that you ask something. People have a natural disposition to be helpful and by default will do their best to answer your question no matter how complex or simple.

## KEEP GOING

If you keep doing this, you will quickly become very good at it. Connecting with new people is a skill that needs to be practiced to be perfected. The more you keep going, the quicker you will master it and become a connecting machine.



## PLAY WITH THIS

It gets more fun all the time. You will be rewarded and pleasantly surprised with what comes from the new connections that you create. Don't take life so seriously. People like to have fun and be surprised. Remember that when you create new connections you are creating opportunities for both you and the new person. Play with this and enjoy.



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