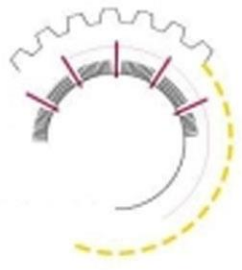


Be A Connector!

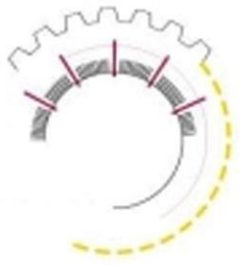
prepared for





You have 5 minutes, feel free to take notes:

- Find 3 things, non obvious, you have in common with as many people as possible.



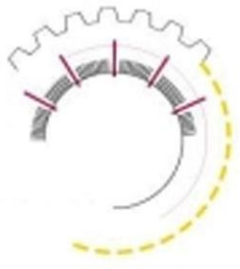
Networking vs Connecting

Networking

- Periodic, at an event
- What you want
- On the spot/awkward

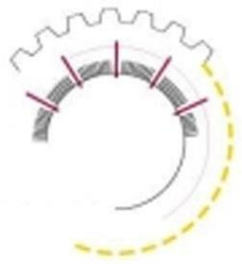
Connecting

- Daily, can happen anywhere
- Building relationships, find what's common and discovering the SPARK
- Other person's best interest in mind
- Easy, learning more



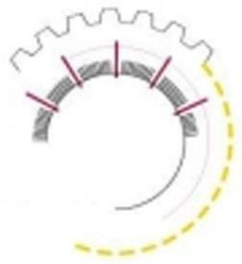
What connectors do?

Make helpful and
unexpected connections
between things they
already know



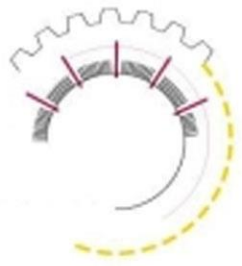
How it works!

1. Commit to Knowing More
2. Engage in conversation and look for the Spark
3. Hit the GAS
4. Follow up and make the connection



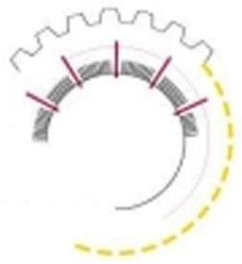
Commit to knowing more!

- Relax and have a conversation, ask meaningful questions
- Look for the SPARK, look for what you share or have in common
- Go beyond common and learn something new



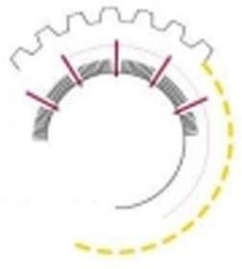
Knowing more - be curious!

- Other people - how they work, their history, passions and aspirations
- The company you work for - history, other departments/divisions
- The industry you work in, competitors
- The city or neighborhood you live in
- How things work
- What other needs does that person have and how might I help?



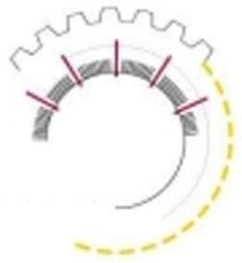
Hit the GAS!

- Give and do it without the expectation of return
- Ask for what you need, want and desire
- Share what is going on in your life



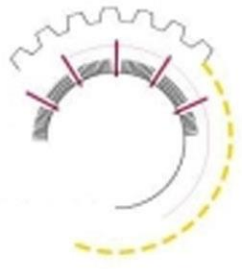
Give!

- Do it generously
- Have the other person's best interest in mind and just get to know them at first
- Video/Social media contact I found



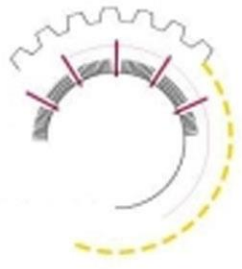
Ask!

- CVB friend and gym membership
- Ryan Tonoli



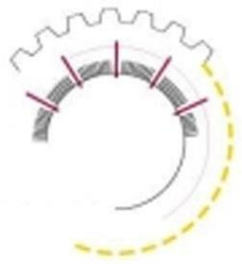
Share!

- Tell others what is going on in your life, good, bad and interesting
- My long term client and townhome
-



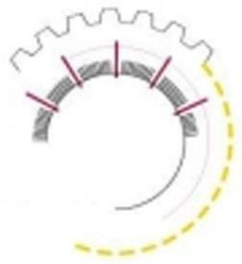
What forms can connections take?

- People
- Feedback
- Resources
- Perspective
-
-

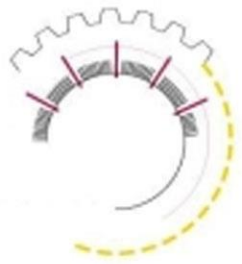


Power/Rank/Age Differences

- Talk as humans, what might be important to them?
- LVC Connection

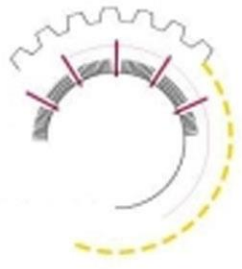


Follow up and make some connections!



Assumptions!

- You should always try to make connections - “find the spark”
- You innately are a connector
- You need a large network to be an effective connector
- Only people who are thriving are good connectors
- People have legitimate reasons for avoiding connecting



Resources

- Someone who has mastered a trait
- Tapes and videos
- Books

Ruiz, Don Miguel, *The Four Agreements*. Amber Allen, 2011

Lieberman, David Ph.D., *Make Peace with Anyone*. St Martins, 2002

Loehr, Jim, *The Power of Full Engagement*. Free Press, 2003

Grabhorn, Lynn, *Excuse me, your life is waiting*. Hampton, 2000

White, Bowen, *Why Normal Isn't Healthy*. Hazelden, 2000

Meyers, David, *The Pursuit of Happiness*. Avon, 1992.

Hakim, Cliff, *We are all self employed*. Berret Koehler, 1994

Bradshaw, John, *Homecoming*. Bantam, 1990.

Johnson, Spencer M.D., *Who moved my cheese*. Putnam's, 1998