

## **Five Keys to Building Really Great Relationships**

### **The Key to having any Successful Business**

July 27, 2020

- Weekly Product and Business Meeting – Every Saturday, 10 AM CT.  
<https://zoom.us/j/215452258> or [www.allaboutmannatech.com](http://www.allaboutmannatech.com)
- Next TNL, July 28 at 7:30 PM CT [www.allaboutmannatech.com](http://www.allaboutmannatech.com)
- Final month 3 Lap Mini incentive... where are you?
- Have you joined E-Merge? Are you enjoying Andrew Leedham?
- Mannafest is approaching... August 21<sup>st</sup> and 22<sup>nd</sup>
- Are you using the new Discount Coupon codes to sign up your new customers? Check out [www.allaboutmannatech.com](http://www.allaboutmannatech.com)

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#### 1. Communication.

- a. To connect with people, you need to be in communication.
- b. Discovery of what you have in common always will bring immediate connectiveness so be on a discovery path to do that.
- c. If you find differences (like today in our world, we seemingly are emphasizing our differences to a point of creating a "great divide" versus a consensus), learn how to not make someone wrong as most of what we think is just our opinions and everyone has a right to theirs.
- d. Consistent as well. Sometimes we connect with people and then just drop off. STOP IT. You are sending subliminal messages that they are just not that important.
- e. Verbalizing what you want and don't want will be a sure way that everyone is on the same wavelength.

#### 2. Quality time

- a. Time in our world today is very valuable...no one seems to have enough. But when you fail to give someone your TIME, they feel like they are an afterthought or second priority.
- b. When you give your time, focus on them (no cell phone beeping and messaging taking your attention away, etc.). That kind of behavior may help you feel so important but it in effect makes the other person feel meaningless, or as a second-rate citizen. Is that the message you care to send?
- c. Be present for the experiences being shared.
- d. Get to a deeper level (beneath the surface) of feelings, goals, life direction versus baseball scores, etc.
- e. Discover what is important to them and focus on that...perhaps how this opportunity or the products is in alignment with their values. Show how much you care.

### 3. Laughter

- a. In today's world, we just do not have enough laughter. With what is going around, too many are scared, fearful, concerned, serious, etc. How can you show fun in a time like this without being insensitive?
- b. Spend time with them doing fun things. Knowing you share in the same kind of revelry is critical to fostering camaraderie.

### 4. Generosity

- a. It always pays to be kind...even if some people never notice. Sometimes we can't even tell...but it is happening beneath the surface. What can you do today to make someone else's life better?
- b. Being generous with time and other things is a great way to show people how much you truly care. Remember: people don't care how much you know until they know how much you care.

### 5. Commitment

- a. Following through is crucial in any relationship. Committing to the words you say are crucial as it is all about integrity.
- b. Follow up and follow through with all future acts...in fact do more than you committed to and that really surprises the person.
- c. If you were switching places with the prospect you are working with, ask yourself "Would I want to be in business with this person or not?" And then "Why not?" Be your own worst critic and then take corrective action. OUCH!