

Beyond First Impressions: 6 Ways to Deepen Your Connections

July 26, 2021

- TNL: July 27th at 7:30 Pm CT www.allaboutmannatech.com
- This week's "Product Focus:" Uth® Skin Rejuvenation Crème
- Social Media Wednesdays with Lindsay.... <https://zoom.us/j/92316191159>
- Mannatech Business Briefing Meeting – Thursdays at 12:30 PM CT and 8 PM CT - <https://zoom.us/j/92271023331>
- Are you registered for Mannafest Sept 3-4 - <https://allaboutmannatech.com/plan-to-be-part-of-the-event-of-the-year/>
- New Bundle – “The Optimum Life Bundle”

Article by Tristan Ahumada

Last week we talked about 5 Levels of Formality and I am drafting a Worksheet for you to use with ALL NEW ASSOCIATES so they too can avoid unnecessary mistakes, and enhance their results in prospecting.

Donkey Story:

There is a hard truth here: when we try to connect with people and we do our best to leave a good impression on them, that's NOT the right approach. A good impression is a fine start, but there's a lot more involved in building meaningful relationships.

1. Bring the right energy. You can either leave someone feeling like they need to have you around or you will leave them feeling like they don't want to see you again.
 - a. Match energies.
2. Don't fear vulnerability
 - a. Vulnerability allows people to connect deeper because a strong sense of trust develops when both parties begin to see that there is nothing to hide.
 - b. Vulnerability is a strength in any relationship.
3. Offer Empathy

When you truly open up, listen, and care about people, you begin to understand them. People can sense when you truly care and that's when a deeper connection is made.

 - b. "People don't care how much you know until they know how much you care." We have heard this one for years! So, stop running off at the mouth...to show empathy you must first truly listen. Do you know how? Listen and Silent have the exact same letters...hmm.
 - c. Ask questions and find out about them...not just flurry of questions; rather be really interested and empathic.
4. Make yourself valuable

- a. What are the things that you can do to make yourself more valuable to them? Find out more about them first as only then can you find ways you can be of service. Note this is never about you "self-promoting" or making yourself so large that they feel small.
- b. The more you give without expecting in return, the more that will be given to you.
- c. You need to offer real value and contribute to people around you. Human nature is "reciprocity." The more you give the more you will receive as you create a noticeable imbalance.
- d. They will also see you as a necessary part of their lives and businesses.

5. Express gratitude

- a. Give the other party the sense that they are really contributing to your growth and your life. This can be something as simple as learning something from an experience they share.
- b. When they feel like they're contributing to you it automatically strengthens the relationship. Making the other person aware of your appreciation strengthens any relationship...and they feel good!

6. Be consistent

- a. Do not show up one way and then resort back to another. The person will have no idea who you really are. Know who you are and what you stand for.
- b. When people go into confusion over a relationship, YOU LOSE. Confusion is not a place people like to invest their time and energy.
- c. Building relationships is a long and involved evolution. It takes time to build, and these investments will ALWAYS pay off so do not take them lightly.
- d. Who are you? Might be a great place to start so you know how to show up for people! This is why I love my Kryptonite Program...finding your voice, your core values are foundational to building great relationships.

Exercise: What are your 4 main core values? What is most important to you? Second? Third? Fourth? If you defined the kind of person you get along with best, what would their most important characteristics be?

- a.
- b.
- c.
- d.
- e.

Now, take each one of those characteristics away. Can you see how you could possibly adjust to that person in a positive way? How?

Do this one at a time.

This learning experience is very powerful as it teaches us how to be more flexible in a relationship...so that we truly can be greater influencers.

When you truly operate from "your Space" of open and non-judgmental, then feelings/actions of resistance, suspicion, and ridicule will be significantly reduced. Apply these basics to each person you approach.

"Five Levels of Formality" - Classifying your List

Before you just start connecting with the people you have put on "Your List," whether it is as you start your Mannatech business or 4 years later as this kind of assessment should be made with **every contact** you have, go through this classification analysis.

Step 1. Review your list to determine "***What level from 1-5 is each person on your contact list***"

Then give them a classification as Level 1-5.

Step 2. Sort your list by Levels and then approach them appropriately...according to the Monday Call Outline of July 12, 2021 at Mannatrain.net.

Level 1: People closest to You (family, "besties," close relatives, work "buddies", neighbors you go on trips with or watch your children, friends you go to dinner with, shows, etc., church members in your Sunday School Class who you are really close to, other friends/family who are like part of your family, etc.)

Level 2: Extended family, friends of friends, past friends, distant relatives, work colleagues. casual neighbors who you would ask a favor of

Level 3: People you encounter on a regular basis but are not otherwise close to you (like a neighbor who you wave at every Saturday when mowing your lawn, see at block parties maybe 1X a year, church members you smile at and say "hi" to on Sundays but know nothing much about them except maybe their job and their spouse, fellow employees who you know but no real depth of "knowing")

Level 4: People you have little if any time to warm up to...you meet in the airport, out to eat, in a bar, transitioning, sit next to on a short airplane ride and strike up a conversation

Level 5: Those who truly intimidate you due to their position in life, success, etc., but you truly do know them at some level.