

## Everyone Communicates, Few Connect - What the Most Effective People Do Differently

### SUMMARY:

To be successful, it's critical to learn to communicate in an authentic way that creates an immediate sense of openness, connection and trust with others. People who readily and authentically connect with others have better relationships, experience less conflict and get more things done than those who cannot connect.

Ways to be a better connector:

- 1) Put Others First** - People don't care how much you know until they know how much you care. Put others needs before your own, approach them with a servant attitude.
- 2) Exude Energy** - Be an active energizer to interactions, conversations and relationships. When it comes to energy, connectors get out of it what they put into it.
- 3) Be Unforgettable** - The best connectors are the ones others can't seem to forget. They did or said something unforgettable, and left a lasting, positive impression.



### CHALLENGES TO CONNECTING:

- 1) There are too many competing messages out there
- 2) It takes time to connect with other people
- 3) We may already think we are good connectors

*"Nothing in life is more important than your ability to connect effectively."*  
- Gerald Ford

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### DISCUSSION:

1. Share a time you had an instant connection with someone. How did that make you feel about them?
2. What are some tactical was we can put others first at work?
3. When do you find you are too low on energy to make the effort to connect? What might be a good remedy to increase energy?
4. Without naming names, give an example of someone you know who isn't a good connector and the impact that behavior has had on them and the people they work with.
5. Share an idea that would help to increase connection with others on your team.

### TAKING ACTION:

Identify 3 people you need to initiate a connection with

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

Identify 2 people you need to have more energy with

1. \_\_\_\_\_
2. \_\_\_\_\_

Identify someone you need to cultivate a deeper connection with

\_\_\_\_\_