Connect with Anyone

Top Ten Tips on How to Connect with Anyone Instantly

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Contents

Introduction	5
1. Smile	6
2. Greeting	8
3. Voice Tone	9
4. Body Language	11
5. Ask right questions	13
6. Find a Me Too	14
7. Personal Compliment	16
8. Be Present	18
9. Ask for Opinion	20
10.Remember basic details	21
Contact	22

Chapter

Introduction

Thank you for downloading the Top 10 Tips on How to Connect with Anyone

We all want to make a good impression don't we?
We all want others to like us.

Why is it then that some people can seem to attract positive attention while the rest of us seem to founder like a fish out of water. We may become awkward, stumble with words, not know what to say, our self-confidence seem to take a dive.

People like other people who are similar to them.
People also like others they aspire to be like.

Once you know how to speak to others, what to say and the correct way to say it, then meeting and connecting with others can become so easy and so very successful.

It matters little how you look, the size or shape you are, where you are from or what you do. It all about technique.

1. Smile

A smile is worth a thousand words.
A smile can invite warmth, care, friendliness and consideration. A smile is inviting.

When we smile, we tell others we are feeling happy, content and are approachable.

Practice smiling in the mirror to ensure you can do it naturally. A smile seen as fake is disturbing to others so even if you don't feel overly happy, yet need to appear happy by smiling, practice your smile to ensure you can be seen as convincing.

Nerves can take the smile off our face, when this happens less people will approach you and less conversations will be invited. It is important that we develop a sense of confidence within ourself as when we display confidence our mannerisms change, we seem more open, approachable and friendly. You can fake confidence so the old adage ‘fake it till you make it’ really rings true when you are starting to build up your self-confidence.

Even if nervous, you can smile and have it look convincing and warm once you practice. Once others approach to speak with you, a more natural smile will appear and you can relax and move forward with the conversation, following the points below to ensure a good and connected conversation.

A smile automatically makes us feel better. It is hard to be angry, upset or depressed with a smile on our face. It is a physiological thing. A smile makes us feel brighter

2. Hello and Eye Contact

The word ‘Hello’ or ‘Hi’ is recognised in most any language. It is said with a smile, a small head nod toward the person you are greeting and this can open up the opportunity to speak. The other important part here to remember is eye-contact. Although this may depend on the country culture of the person you are speaking to, most all western cultures appreciate direct eye-contact when you are speaking or in a conversation.

Imagine talking to someone who looks away or down. You immediately get the feeling of disconnect, they are not interested in you or the conversation topic. It is very off-putting and can be very uncomfortable.

Eye contact is vital to engage with another person. It provides a connection and an invitation of interest. This added with a smile and a hello, sets up the situation to start a conversation where both will hopefully feel engaged and comfortable speaking. You may have heard that looking directly into the eyes of another person develops connection however not always. We as human beings do not naturally stare. We do in fact look at another person in the eyes with a warmth, we blink, we never try to star them out so disregard anything you may have previously read or been told in relation to not breaking eye contact. Blinking is not breaking eye contact, it is a natural part of all human beings. The natural we appear, the warmer others perceive us.

3. Voice Tone

Voice tone is another very important part of any conversation and often neglected.

Not sure if you have ever experienced someone saying hello using a soft low tone and perhaps with little eye-contact. If you have it can make you feel bothersome to them. You feel disengaged, like you are of non-interest and you just want to move away quickly. If the tone is flat and low it makes the other person feel uncomfortable and therefore the conversation stops immediately.

It is important to be aware of your voice tone when speaking. There is a rule where you use your breathing to assist to set the correct tone of voice.

Breathe in with thought to set the emotional tone
Speak on the exhale to provide the emotional connection

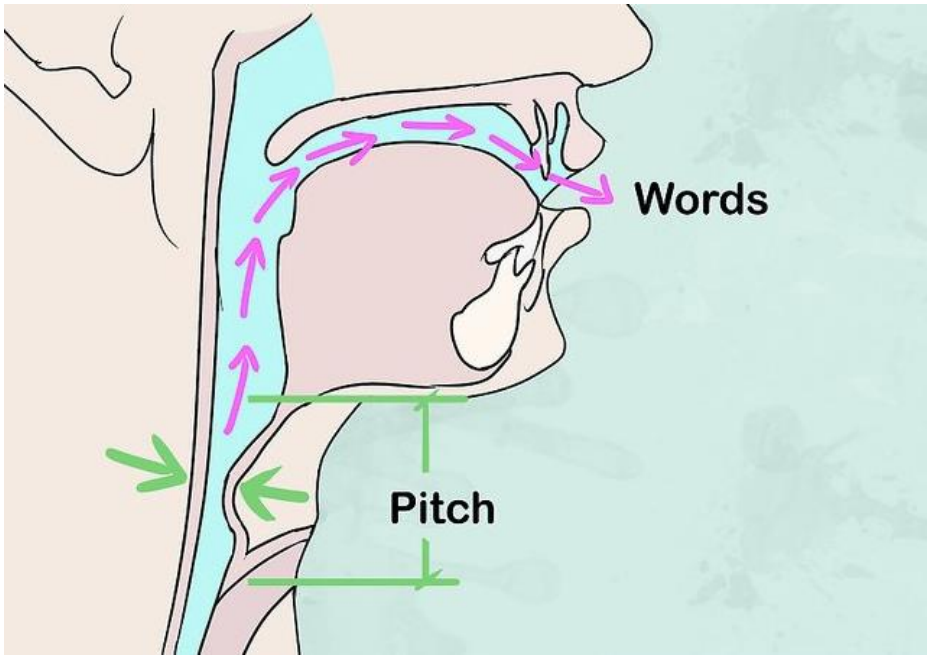
People often use voice recording when practicing vocal tone. Listen how you sound to others as the sound we hear ourselves speak in, can be different to what others hear. It can be rather confronting, even disturbing, to hear ourselves speak, but it is important to know how you come cross especially if you are trying to make a positive impression on someone.

Matching and pacing the other persons breathing rate can allow you to demonstrate the vocal emotion you are feeling which is hopefully, interest in the other person and what they are saying to you.

It also permits the person you are listening to and wanting to connect with, to continue speaking if they have not finished what they are sharing. If you jump in immediately after they finish speaking you may find a disconnect because they are only taking a breath.

Copy the other person's breathing pattern and wait 1 second after their exhale to ensure they have finished speaking, then you can commence saying what you want to say.

This therefore allows the other person to feel heard, believe you have taken on board what they have said to you and are now ready to respectfully respond or engage in a conversation.



4. Body Language

Our body language can be as loud as our vocal words. We are not trained to consider our body language and so often it happens naturally without us being aware. Once you start to read body language you can tell so much about what another person is feeling, what they want and what their next move may be.

You can develop a connection and rapport with someone quickly using body language. Match and mirror is a great way to start an initial connection. As mentioned previously we connect with others similar to us or those we aspire to be like. When we match, and mirror another person there is an automatic connection that the two of you are in sync with each other and this rapport building has commenced.

It is important not to mimic them immediately after they have made a move, a short delay of a few seconds is best. If the person is crossing their legs then if facing them you cross your leg to mirror them, using the opposite leg.

- If a female is crossing legs tightly then a man would cross more loosely
- If the other person is speaking with hand gestures, you respond speaking with similar hand gestures
- Mimic some of their descriptive words using the words they use
- Imitate their facial expressions
- Laugh at what they find humorous

The only time we do not mimic is if the person has a bad back and is changing positions to remedy their discomfort.

If the person has a sniffle or cough, it can be advantageous for you to once or twice only give a small sniffle or light cough. If they pick up on this or ask if you have a cold you can let them know you are recovering from a cold. This again provides similarity and connection – you understand what they are currently feeling from this annoying cough or sniffle.

Body language can speak very loudly and tell a story

5. Ask a Question ???

We love being asked questions about us. It demonstrates the other person is interested in me personally. Sure, we often ask the same questions after we say hello to someone such as

- What do you do?
- Why are you here?
- Where are you from?

These are all great questions but if we ask something less common it can show we have a real interest in the other person. Asking a question, a little more personal, is the key even though we still remain asking similar to the questions above

- What is your profession?
- How long you been doing that?
- What made you enter into that career path?
- What part of your job do you enjoy the most?
- Do you live around here or are you visiting?

While the questions are similar, they come across quite different, with more interest in the actual person rather than the standard rehearsed questions we all ask. This allows the other person to feel you are really interested in them. A good conversation can naturally commence.

It is important of course to demonstrate an interest in their response. Keep eye engagement, copy body language, repeat or paraphrase their wording and language as all this embeds the connection.

6. Find a Positive ‘Me Too’

We want to connect with someone positive, not someone initially who is negative. We want to find a connection with the person we are engaging time and effort into with a conversation. WE love to find a connection, a ‘Me Too’ moment. We hate wasting our time.

Finding a positive and adding a ‘Me Too’ will aid connection. You may connect and ask about

- A place you live or previously lived?
- Somewhere you and they have visited?
- A sport team you both like or follow or sport activity you both love or do?
- Someone you both know?
- Type of car you drive or bike you like to ride?
- The animal you love?

It really doesn’t matter, we can find a Me Too almost anywhere. It maybe you both have a sister or brother, grandparents are still active and alive, you have a love dogs. Generating a Me Too allows for an instant connection meaning you will be remembered by them and that is surely what you are after.

This ‘Me Too’ moment can then lead to many other disclosures of self and life. Once we start to disclose personal information to another person we automatically feel a connection. Ever had that moment of ‘wow, I haven’t mentioned that to anyone before (or for so long)’. This is that ‘aha’ moment when rapport is felt and connection is made.

It isn’t difficult to find that moment and it is worth considerable to the developing relationship. They will remember you and isn’t that what most of us want, especially if we are trying to make an impression on someone or build a relationship with them or their friends.

7. Pay a Personal Compliment

We all love compliments yet so many of us rarely ever get them. When we do we are often slightly embarrassed. A compliment, given honestly will resonate deeply with the person and will certainly be remembered.

Have you ever heard someone say they were complimented by this person, even years earlier, and that made them feel special or really good? A compliment is remembered and more importantly we remember how the person made us feel.

We can usually always find something to compliment a person on, and doing it as a personal compliment is essential. Sure, you can compliment them on their suit, dress or shoes and this is nice but to make an impression it should be a more personal compliment. I also suggest to back it up with a reason you are complimenting as this makes the compliment more genuine, such as

- I love your hair, it looks so soft
- You have the most stunning eyes, they look right into you
- Your smile is so warm, its beautiful
- I really enjoyed what you just said, I so agree with the way you think about that
- I admire the work you must put in to have achieved such success

The list can continue. Complimenting on a personal anything will resonate deeply. Finding a new compliment, the person may not have heard before or for a while is even better. Listen to what they say, the way they say it. If they are speaking about their family or workplace colleagues you can compliment them perhaps with

- I appreciate hearing such beautiful comments made about someone's partner and children
- It is truly inspiring to hear a manager speak about their staff so respectfully, they must be very fortunate to have you as their leader / manager
- I saw how you moved aside for that person who was in your way, very respectful – hello, I am …..

There are many ways you can find a personal compliment. Watch, listen, speak the compliment and of course always with a smile.

8. Be Present

I am sure we have all seen, or experienced, someone we are speaking with engaged on a phone or device in the middle of our conversation. Perhaps they look away or at someone walking past. We often feel how rude they are, ignoring us and refusing to give us their current attention. This is very correct. We must be present with the person we are conversing with.

Sure, we live in an active technological age however we are still human beings and have an expectation of courtesy. This has not perished nor will it ever. Sure, we may need to become more tolerant however if you ensure you are always present with the other person you can certainly also ask them to be present for you (once you get to know them). If the other person is engaged in a conversation on their phone or is checking updates on social media, you do not have their attention. This is a wonderful way to determine if the person is engaged with you or not.

You can certainly allow them to know you find them interesting and are engaged in their comments or conversation.

As a rule; when out somewhere or meeting new people, turn your phone on silent and avoid checking it. You can always pop it the bathroom later to see what is going on in that social media world of others but do not engage in your phone when trying to start up a conversation or relationship with another person. It will likely end badly.

We have all seen couples sitting together over dinner both engaged in their own social media sites while ignoring the person they are choosing to be with. Perhaps one may be engaged in their phone because they feel neglected by the other person, I'm not sure. What is very clear is engaging in social media has terrible effects on any new or existing relationship.

When meeting new people or groups, place your phone away and check in privately. If the other person is pre-engaged on their device they just may not be knowledgeable of protocol or good manners. You can politely ask them what is so important or simply just turn and walk away to have a conversation with someone more attentive and respectful.

We should never come second to a device – ever.

9. Ask for an Opinion

We all love to share our opinion, on anything and everything. Simply being asked – “what you think about….?” Is music to our ears.

Being asked this question means the other person wants to know how we think, what we feel and what we may know about this or that. All of which makes us feel worthy and heard.

You may however get a response that surprises you as we should all accept not everyone has the same opinion as we have. The important thing to ask if they do provide an opinion that differs from your is to say “thank you, that is interesting, and what is the reason you think that or feel that way?” This allows the conversation to proceed and enquiry be made. So many times, I come across people who have heard an opinion they do not like or disagree with and they end the conversation, tell the other person, or think it, they are wrong. This is very immature communication.

Respecting another’s opinion is essential to determining what sort of individual the person is. Their opinion may have validity, come from personal experience or childhood modelling. I suggest to always ‘be curious’. It is wonderful how much information you can obtain about the other person; the ‘’why and the ‘how come’ are often very interesting. These questions allow you to understand their belief system, perhaps family culture and values, all necessary when meeting someone we may be considering to get to know better.

10. Remember details - Paraphrase

When we meet someone, we often share our name with them. This is the first and most common thing to forget. We may later remember what they look like, where we met them, what they said but oh no, I forget their name.

I trick to remember the person's name is to ask for it again. They are introduced or you are introduced to them, name is given, you then ask again respectfully, sorry I missed your name? They say it again and you immediately repeat it, looking at them, perhaps shaking their hand, and say their name back to them. This helps to imprint their name, connected to their face, into our mind.

When speaking with them for the next few sentences, use their name again. You may say something like, "Yes John that is an interesting point" or "so John you said you worked for the local Council, what is it you do for the Council John?" The more times in those first few meeting moments we can repeat their name, the better chance of us remembering it long term. Most of us simply meet a person, are told their name, say hello then proceed speaking about something. An hour later you mention this great person you have been talking with and you have no idea what their name is. Then it is just too embarrassing to ask "sorry, I forgot your name, who are you again"? Bit of a relationship killer really.

Thank you for reading the information that has been provided to assist you to connect better with everyone.

Once you begin to practice and use these strategies you will gain the self-confidence that will allow even better results.

These techniques can be used with groups of friends, in a work situation or when wanting to impress a prospective partner.

If you wish Dr Karen to present at your function or conduct training please email us directly at admin@drkarenphillip.com

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