

Building Relationships

The Mindset

? Why Connect ?

You don't get paid for what you know - There is just not enough time to learn everything

Your connections help you persuade and influence others

The Mindset of Meeting People

Build It

Don't Filter

Don't Fake It

Don't Keep Score



Build It

- You need to have the network before you *need* it
- If you build it before, then you won't seem like you are networking to only gain something

Don't Filter

- Meet everyone
- You never know when a connection will come into play

Don't Keep Score

- This is not a case of true bartering
- Keeping score does not work...it just slows you down

Don't Fake It

- Be sincere
- Genuinely care about the other person