

Everyone Communicates, Few Connect by John C. Maxwell

- 💡 Authentically connecting with people will enhance every part of my life
- 💡 People want to know if I care about them, if I can help them and if they can trust me; I do, I can and they can!
- 💡 Over 90% of my communication is non-verbal; I will learn to connect better through full attention, positive body language & tone and removing obstacles
- 💡 Any message I convey must contain a piece of me and be valuable to the other person
- 💡 Connecting takes energy; to initiate, to prepare, to be patient, to give and to be consistent over time
- 💡 Four unpardonable sins: being unprepared, uncommitted, uninteresting or uncomfortable
- 💡 If I wait to do everything for everybody, instead of something for somebody, I'll end up not doing anything for anybody; I will be the first to help
- 💡 I can learn to improve my ability to connect with people by increasing my confidence, being authentic, preparing ahead of time, harnessing humor and staying focused on others
- 💡 I will learn about, include and honor people for who they are and what they want to accomplish
- 💡 I will cultivate my ability to find common ground by Choosing to spend time with others, Listening attentively, Asking probing and empowering questions, Looking for ways to help and thank others, Being open and authentic, Finding something to care about within others, Putting others first and Placing myself into THEIR worlds
- 💡 I will focus on finding the reasons that someone may be interested in connecting with me - and then build a bridge so that we can both win
- 💡 Simple communication requires effort, and helps with connection
- 💡 Remember brevity, levity and repetition
- 💡 I will focus on creating memorable experiences for others
- 💡 I will engage others through their stories - listening for their needs and desires
- 💡 I will give the gift of interest and acknowledgement - letting them know that they have been heard; and then look for ways to add value
- 💡 Everyone wants to be inspired; Inspiration = What They Know + What They See + What They Feel
- 💡 People need to know that I understand them, that I'm on their side, that I believe in them and that I have high expectations of them
- 💡 People need to see my conviction, my credibility and evidence of my character
- 💡 People need to feel my passion, my confidence ("Will it be worth it?", "Can I do it?") and my gratitude
- 💡 People won't always remember what I said or did, but they will always remember how I made them feel
- 💡 The effectiveness of my communication relies more on my character than on the content of my message
- 💡 In order to connect effectively with others, I need to know, get comfortable with and like myself; acknowledge and correct mistakes; build trust by making and keeping commitments; model my messages; show integrity by being honest and vulnerable; take chances; and deliver results
- 💡 A great definition of success: Those who are the closest to me and know me the best, love and respect me the most