

Pocket Rapport Building Guide Based Upon the Book, It's Not All About "ME"

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IT'S NOT ALL ABOUT

What do you want to accomplish?

Why should they confide in you?

•IT's ALL ABOUT THEM!!!

The Top Ten Techniques for Building Quick Rapport with Anyone

- 1) Establish an artificial time constraint
- 2) Utilize accommodating nonverbal body language
- 3) Utilize a slower rate of speech
- 4) Utilize a sympathy or assistance theme
- 5) Suspend your Ego
- 6) Validate others
- 7) Ask How? When? Why?
- 8) Connect with quid-pro-quo
- 9) Gift give
- 10) Manage expectations

EMPOWER THEM WITH CHOICE

Create an opening statement utilizing as many of the techniques possible.

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Thread with THEIR content using "How? When? Why?"

Utilize social proof when possible.