

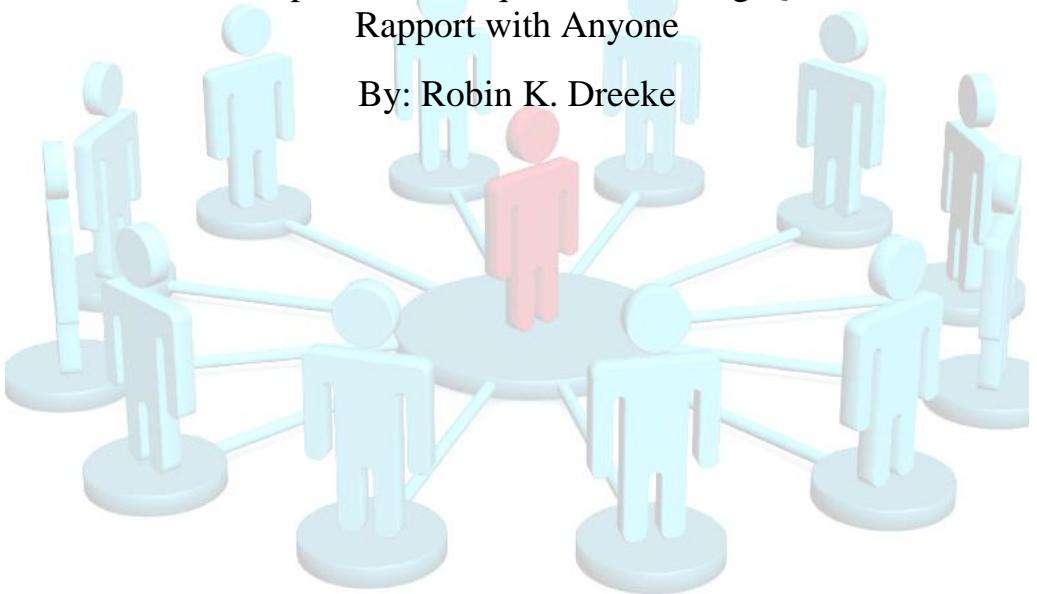
IT'S NOT ALL ABOUT “ME”

The Top Ten Techniques for Building Quick Rapport with Anyone

It's Not All About “Me”:

The Top Ten Techniques for Building Quick
Rapport with Anyone

By: Robin K. Dreeke



Robin Dreeke

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Editing by: Cynthia Lewis; Chris Hadnagy.

Cover Photo: © Sergey Ilin, Dreamstime.com

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Sample Exercise... Enjoy!

“ME”

Exercise 1: Third Party Reference

Challenging: I suggest a technique I like to call the “third party reference.” A third party reference conversation is one where you have sought an opinion about something other than yourself or the individual you are chatting with. When you ask an opinion about a book in a book store, an item on a shelf in a food store or a headline in the newspaper while waiting to check out, you will be chatting about non-threatening neutral topics. The challenge is identifying one and planning on how to keep a conversation going once initiated.

Step 1: Ensure you are utilizing accommodating nonverbals.

Step 2: Identify an individual and your third party reference.

Step 3: When you have identified both the individual and the third party reference, ask the individual’s thought or opinion of the third party reference.

For example, while in a food store you can be looking in the chips aisle. When another individual is also looking in the section you can simply state, “I’m

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sorry to bother you but I am on my way out, I'm looking to get something for my _____.” I like to add “my wife” in the blank. By adding my wife I don't look as though I am trying to “pick them up.”

The exercise is simple and straight forward. It will begin to build the muscle memory needed to continue on with the other techniques.

Advanced: This exercise is a bit more complex and very similar to one of my stories at the beginning of the book.

Step 1: Ensure you are utilizing accommodating nonverbals.

Step 2: Choose an appropriate theme that fits you, your personality, and something that you will use on other exercises that you can build upon.

For the purpose of keeping the theme natural, non-threatening, as well as a topic that all individuals can relate to I suggest, “The age when children should start working.” This topic is very much like the one about dating age in that individuals have an opinion and have experienced it themselves. For myself, I am able to use my children and the age that my wife and I both think is appropriate. If you do not have children you can use a conversation about someone else's children. You can even reference this exercise in this book. No lies, no subterfuge, just a conversation with a plan and purpose.

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Step 3: Go out and try it.

I suggest keeping it easy. I like engaging people that just look to be browsing rather than in a rush to get somewhere. I like large public venues such as a local bar and grille, bookstores, coffee houses, and grocery stores.

The more casual an individual you select, the greater the engagement potential.

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