

# how to Connect

Connect with people before discussing your LifeVantage business to lay the groundwork for successful and meaningful interactions. Strong connections allow you to approach potential customers or partners with respect, empathy and a genuine interest in their needs and goals. While you may not need to build connections with your closest friends and family from scratch, it's essential to understand the nuances of nurturing these relationships. By following these insights and prompts, you'll be well-equipped to connect authentically. Let's embark on this journey of connection-building, where respect, empathy, and genuine interest are our guiding principles.

## OLD FRIENDS

- Start with low-pressure forms of communication like sending a text, or private message on social media.
- Be genuinely interested in what has been going on in their lives
- Find common interest by asking questions
- Practice active listening by asking follow-up questions, showing interest and validating their feelings.

## YOUR COMMUNITY

- Attend local events and introduce yourself to familiar faces.
- Join and engage in online neighborhood groups.
- Offer help when you notice neighbors working on home or yard projects.
- Exchange contact information or ask to friend them on social media

## PASSING ACQUAINTANCE

Go where the people are!

- PTA meetings, order coffee from inside the coffee shop instead of the drive-through, accept invitations to group activities, etc.
- Initiate conversations with light and friendly small talk.
- Remember names of people who are around you regularly
- Find a way to exchange contact information or ask if it would be okay to friend them on social media.

