



# How to *connect*

This business is all about relationships. It's important to make strong connections with people before discussing what LifeVantage has to offer to lay the groundwork for meaningful interactions. In every interaction, it's essential to approach any potential Customers or team members with respect, empathy, and genuine interest. Follow these insights and prompts to start making authentic connections.

## HOW TO RECONNECT WITH 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.

## HOW TO CONNECT WITH 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.

## HOW TO CONNECT WITH A PASSING ACQUAINTANCE

- Go where the people are!  
PTA meetings, order coffee from inside the coffee shop instead of the drivethrough, 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.