

WIN

✦ WITH ✦
OTHERS

These Three Questions:

Do I Like You?

Do I trust You?

How Can You Help Me?



Do I Like You?

Did you know that the colors you wear, your perfume, and even the environment that you show up in affects likability?

Our eye contact, pace of speech, posture can actually also affect likability.

Do I trust You?

Similar to the first question those items can affect trust.

More important though is how consistent do we show up with others, how we communicate, and if we genuinely care about others affects trust.

How Can You Help Me?

Simply put, how can we make them a Hero of Their Story?



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So How Do We Answer These Questions?

Do I Like You?

Reduce the chance of showing up and driving anxiety with people. Fly under the radar by being as neutral as possible:

Don't have conversations in loud environments

Wear Light Blues and Whites for clothing

Don't wear perfume or cologne on the first few interactions unless you know a lot about the person

Look at the person in the eyes and not all around the room, or at anything else

Match their pace of speech

Stand up straight and relaxed with a smile

Do I trust You?

We all have good days and bad days, but how we show up is important:

Consistency is key with we show up and interact with others. If we are laughing and joking in one moment and then screaming in the next, people will walk on egg shells around us and build barriers for trust

Show we care about others by repeating their name to them, remembering key dates that are special to them, and important topics that they are passionate about

How Can You Help Me?

Just like in sales where we need to overserve customers, we also need to find ways to help those we engage with become a success in their story.

In the Sales Process Uncovered I call it 90 days after the sale where we serve the customer. If it is a new hire, make sure we do whatever we can to support them with mentors, road maps to success, and getting them up to speed with our help and consistent touch points

What is the other person passionate about?

What are their hopes and dreams?

How can we partner with them to help them achieve what they believe they want for success?

How can we be the guide to help them on their journey?

