Part One: The Ten Techniques to Quick Rapport

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Our time together...

- Techniques for identifying and addressing individual goals and desires.
- Effective ego suspension: placing communal wants and needs above individual ones.
- Reading body language remotely and other remote working rapport building techniques.

Background:
What Humans Seek and Crave
Labels and Meanings

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Discover THEIR priorities and goals.

Be an available resource for them achieving them.
Goal… Get their brain to reward them for engaging with us

Identifying and Addressing Goals and Desires:
1) Seek their thoughts and opinions.
2) Speak in terms of their priorities (safety, security, prosperity).
3) Validate them without judging them.
4) Empower them with choices.

Suspend Your Vanity and Need to Be Right

-Few if anyone cares about your title and position, they care about how you treat them.
Techniques for Quick Rapport

Technique 1: Establishing time constraints.
-Allow the other person to see there is an end in sight.

Technique 2: Accommodating nonverbals (reading body language)
Technique 3: Slower rate of speech.

- Don’t oversell and talk too fast. You lose credibility quickly and come on too strong and threatening.
Technique 6: Validate other’s thoughts and opinions.

-Human beings crave being connected and accepted. Validation feeds this need and few give it. Be the great validator and have instant, great rapport.

Listening:

Thoughtfulness:
Technique 7: Seek context, Ask... How? When? Challenges?

Technique 8: Connect with quid-pro-quo... Commonalities

Technique 9: Gift Giving “Reciprocal Altruism”
Technique 10: Manage expectations.

For a Deeper Dive: 
www.peopleformula.com

Resources:
1. Online Courses: 25% off with LA2020
2. Newsletter
3. Blog
4. Daily thoughts
5. Videos and podcasts