**My thoughts on creating deep connections and successful interactions**

**I have found that real influence is in being very personal. There is power in this way of being.**  
**One of the powerful social tools for me in evangelism, in my family/friend interactions, networking, dating, as well as business work, such as sales, etc. is found in the magnetism of being personal. When I say “personal” I am referring to an inner state of being, I am referring to a certain awareness of people, of “personal energy,” of having a highly developed right brain.**​  
  
**Positive and intimate connections help in all stages of life. I believe in this developed skillset so much that I have daily methods and mantras I perform to keep myself in this state and too slowly further develop this talent.**  
  
**My morning rituals:**  
  
**1. I get up in the morning. I go into the bathroom. I look into the mirror and greet myself. When I say I “greet myself,” I mean I look into the mirror, smile, introduce myself and ask how I am doing? I do this process as warmly, personally, lovingly, as I can. I watch my face and listen to my tone and as each day expires I look to how I can improve my facial gestures and tonality in how I give my greeting.**  
  
**2. After doing this greeting I walk outside as the sun rises. As I walk around the block or neighborhood, I wave and say “hello” or “good morning.” I try to do this to 5 people. Doing this each day puts me in a friendly state of being. My rule is to talk to 5 people a day and to try to have a conversation with 1 person each day. If this is done at one's social level with time this exercise will progress a person further into social interactions and better interactions, as time progresses.**  
  
**When you greet people put on that (personal) face and use your (personal) tones, (from when greeting oneself in the mirror). Even when you are alone practice using your (personal) face and using your (personal) voice out loud. Bake in the good habit. Cement those habits through physical interaction and behavior.**  
  
**3. Each morning I say (in my head with feeling and with a belief that it will happen) two mantras while I am greeting myself, (in the mirror).**  
**I also say them throughout the day. Especially during social interactions.**  
  
**A. The First mantra I say is this “Be personal.”**  
**B. The second mantra I say is "I care about who the person is inside."**  
  
**I encourage you to access my evangelism book on "Cold Approach" on my store, page... it has tips on approaching people in social settings.**

**The evangelism book has amazing techniques for talking with people. If you combine that with the below “empathy” exercises you will be a pro at interpersonal work and be at the masterclass level in social interaction.**  
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**Part of having strong chemistry with people is found in the power of Empathy:**  
  
**If you can empathize with someone, that person can sense that and will connect with you when you have (empathized) connected with them. This is the highest form of building rapport. When you invest in others through this process people will invest in you.**  
  
**How to become more naturally empathic. Here are the exercises I do that have helped me.**  
**I'll share them here with you. This does not happen overnight. It's a process. But it does work.**  
  
**1. When talking with people, try to picture yourself in their shoes, when they share what they are going through (their life, their problems, their stories, their dreams, etc.) try to picture how that is. Try to relate. Picture those things happening to you. This may be hard at first but the more you do this the easier and more natural/instinctive it will be.**  
  
**2. With time you can go even further, you can put yourself in a mother’s experience as she is walking down the street trying to calm her newborn baby, or into a man’s experience, when he is stressed stuck in traffic, etc. To get further into empathy, try to relate to people you see, by trying to picture yourself in their shoes and by trying to understand emotionally their situation,**  
  
**When you do such exercises, over time it will put you in a “mental state” of empathy, you will connect with people more easily. This is the ultimate personal power ability. As you grow in empathy, watch what happens to your circle of influence. When you listen to people with empathy you become influenceable and that is the key to influence.**  
  
**The more you understand people, the more you appreciate them, the more you feel reverent towards them. To touch the soul of a human being is to walk on holy ground. This process of building a connection through empathy is by making a point to “seek to understand.”**  
**When people talk to you, strive to put yourself into their shoes, try to relate to them on a personal level. These exercises will help. Trying to relate to what you see and hear on a personal level (in connection) to one’s self. Such a perspective will help with this process.  
  
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Visualize your future meetings:**  
  
**Ricky Shanks is an evangelist I have learned a great deal from. Before he meets someone, Ricky envisions the meeting. He imagines the meeting going well, he pictures in detail having the right attitude of love, enthusiasm, and warmth in the greeting. Ricky imagines the best outcome and expects the best. If you go into a situation with negative expectations, you'll seldom be disappointed. If you are neutral and indifferent, you may get that response in turn. But if you go into a situation with a positive, upbeat, happy manner, with love in your heart and warmth in your expression...when meeting someone, you're more likely to get a favorable response, than if you don't approach someone in that manner.**  
**Napoléon Bonaparte once said, “He who fears being conquered is sure of defeat.” And that is true. We cannot win any victory if we fear and expect failure.  
  
Joan of Arc said, "All battles are first won or lost, in the mind" If you think you are lost, stupid, unworthy, ugly, weak, powerless, etc. guess what your life is going to meet your expectations.  
  
If you go into battle to fight for your hopes and dreams, and deep down have your mind whispering, negative expectations and feelings, you’re not only fighting the ex**t**ernal things in this life, but you are also fighting yourself as well. Your minds must arrive at your destination before your life does.**

**Visualization helps to remove the bad expectations, feelings, thoughts, scenarios, and in its place, to plant positive, expectations, feelings, thoughts, and scenarios. This is not an overnight process. The more time invested, (and occasions given to this work) the more we can reshape our internal world into a landscape of possibilities, instead of a place of misery and darkness.  
  
James Allen, says in his book, "As a Man Thinketh“ that..."A man is literally what he thinks, his character being the complete sum of all his thoughts.” I've found that...the Bible is the best place for reprogramming the mind, from this soil you can plant many a positive seed and reinforce your beliefs. The Bible is a training ground for growth.  
  
The ancient texts through inspiration say, “As a man thinketh so is he." Proverbs 23:7. Dwell on what God says of you, of what He says you can do, on the things His Word writes that, if applied will creates... change. Read His words, embrace them, and let those words sink into you and into your soul.**

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**Greet People "as if they are your best friend."**  
  
**Ricky Shanks taught me, one of the most powerful social methods I've ever learned. Nicholas Boothman, (writer, social expert) also uses this technique. See his book "Convince them in 90 seconds or less." Note: If you want to grow in social skills, all of Nicholas' books are exceptional for social enhancement. For social growth, I would also encourage you to check out my Cold Approach social methods, from my book**[**"*Making it Work, 3 Powerful Techniques on Evangelism.*"**](https://spiritbuilding.com/products/making-it-work-three-proven-techniques-for-evangelism?_pos=3&_sid=865d60d77&_ss=r)  
  
**The powerful tip Ricky shared with me was this...  
  
This preacher told me to "greet people as if they are my best friend." Nicholas goes into that idea as well. Brother Ricky further says to greet them..."As if you've not seen them in a long time. And as if they are the dearest person to you in the whole world."**  
  
**This takes practice. But when you get the hang of it, you'll notice doors opening and people responding to you with warmth, interest, and responsiveness to what you share with them. You'll make friends easier as well as win hearts and minds. I try to greet 5 people a day. I practice this exercise when greeting folks. I pretend each person I greet is my best friend. If you want to amp it up, pretend a person is a best friend you've not seen in a long time. With time, this behavior will become second nature. With time you can just tell yourself to do this, and it's automatic. You can even, (as you evolve) think when around a person, "this person is my best friend." As your body becomes trained to respond to such stimuli, your attitude, expressions, micro facial signs, etc., will show your thoughts.  
  
It's interesting, for me, that my very thoughts, can cause people to respond to me in a favorable light. It can come as a hand wave across the street, an enthusiastic good morning, a genuine smile, etc.**