

STELLAR *Life*

Hosted By *Orion*

The Neuroscience of Building Rapport and Connection

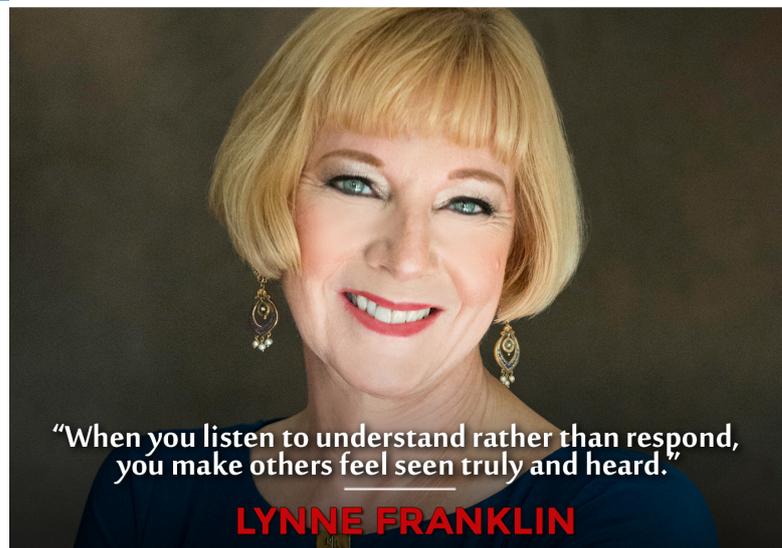
10 Point Checklist

Lynne Franklin

Want to gain as much knowledge as possible out of this episode? Here is your **10 point checklist** that gives you actionable steps you can take **TODAY** to start living a Stellar Life!

STELLAR *Life*

Hosted by *Orion*



"When you listen to understand rather than respond, you make others feel seen truly and heard."

LYNNE FRANKLIN

10 STEPS YOU CAN TAKE TODAY

Take charge of your health, wellness, and success.
Here are 10 steps that can move you closer to your goals – today.

- Listen carefully before you respond. Better communication is achieved when you truly understand what others are saying.
- Think positive thoughts and visualize what you want to achieve, but make sure you're willing to do all the work to let positivity thrive in your life.
- Understanding how the brain works can help you deal with your own and other people's emotions better.
- In social situations, strike up a conversation before you introduce yourself or ask the other person's name. According to Lynne, the brain is overloaded during the first five seconds of meeting someone and you will likely forget their name.
- Start conversations by asking simple questions such as, "Is this your first time at this conference?" or make a comment about the weather. Once you're comfortable talking to each other, it's the perfect time to introduce yourselves.
- Watch your body language when you're talking to people, whether you're in a group or one-on-one. Good posture and a smile on your face will instantly make you more approachable.
- The first rule of building rapport is maintaining the right amount of eye contact. Show that you are paying attention to the person you are talking to and not preoccupied with other things.
- Use "auditory words" in a conversation such as "that sounds good to me" or "I want to hear what you think about this" so that the conversation keeps going and you're making the other person feel that you're interested.
- When speaking, incorporate a technique called a "state change" wherein you alter the energy in the room to maintain the attention of the people you are talking to. For example, you can do this by asking questions or noticing some of the audience.
- Check out Lynne Franklin's [website](#) for more great content on communication and upcoming workshops.