

5 Ways to Build a Business Rapport with People

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Learn How to Connect with People and Make them Feel INVOLVED!

When was the last time you deeply connected with someone?

It's not easy for many professionals to open up and let people into their lives, but **building rapport** can be extremely uplifting.

Connecting with people - really getting them to **THINK, FEEL, and BE INVOLVED** - is communication skill that takes practice, even for seasoned attorneys.

Here are the top 5 ways to help you get in sync and start **building relationships**.

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1. Ask good questions.

Whether you're trying to connect with someone in-person or online, **people love to talk about themselves**. Asking questions, and paying attention to the answers, will help you learn more about the other person and it will show that you have a genuine interest in them. The key, though, is in your [follow-up](#). This is how they'll know you are truly catching their details.

2. Use their name.

Add a personal touch to a conversation by sprinkling their name into a conversation. If you're online on Twitter, for example, if the person's name is not part of their screen name, click on their profile and get their *real* name. This will send a powerful message that YOU care.

3. Stay positive.

Don't be a constant complainer or a "negative Nelly." People genuinely don't want to connect and engage people who whine. **Be known for a positive attitude** and willingness to help others, strangers included.

4. Learn the [art of small talk](#).

Have a few conversation starters up your sleeve in case the conversation hits a lull. Always be looking for opportunities that connect you with others. **Focus on similarities**, not differences.

5. Learn from others.

Pay attention to those you admire who seem to easily connect and engage with others, particularly strangers. Whether it's in person or online, observe the conversations, posts, and Tweets. How do they break the ice? How do people respond to them? Try to replicate their style of building rapport and see if it works for you too!

When the magic of building a rapport happens - it will happen fast. You'll will feel at ease and have a genuine **sense of trust and respect**. More importantly, **you WILL FEEL like listening and being listened to**.

That's rapport.

Adapted from article [10 Ways to Build Rapport with People](#) by Susan Young.

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