



Vitalize Your Connections

By Pat Dempsey (Page 24)

Use the following worksheet to ensure you are establishing deep and meaningful connections with people you meet.

Words of Wisdom

Lay the foundation for a deep and meaningful connection by expressing how much you value each person you meet.

Each day, ensure your success by creating vital connections that have a positive impact and make a difference in women's lives. Every customer, hostess, fellow consultant, and even your home office staff deserves the very best you have to offer. When you create vital connections, you not only create valuable contacts for your business, you also enrich your life with more friends, more partners, and more meaningful interactions.

Prepare Your Mind

Take an inventory of yourself and make sure you're prepared.

1. Are you taking advantage of the many opportunities for ongoing self-improvement and education regarding your business? Yes No
2. Are you up to date with all the latest product information, specials, and promotions from your company? Yes No
3. Do you have the confidence that comes from *knowing* that you regularly and successfully work the business yourself? Yes No
4. Have you prepared and practiced your 30-second commercial, your personal story, and success stories that vitalize your descriptions of benefits and opportunities? Yes No

Prepare Your Heart

5. Are you well connected with yourself? Yes No
6. Do you take the time to care for yourself both spiritually and personally? Yes No
7. Are you receptive to the opportunities and people around you? Yes No
8. Do you graciously accept the input and encouragement offered by others? Yes No
9. Are you willing to deeply listen to people you meet and identify and validate their true worth and unmet needs? Yes No
10. Do you demonstrate an attitude of gratitude daily? Yes No
11. Are you truly enjoying the journey? Yes No

DEFINE YOUR NEXT STEPS

When you're prepared, you find opportunities for making connections everywhere you go - from running errands, driving your kids, and enjoying social and community get-togethers, to local networking events, team meetings and conferences.

In the space provided, record the thoughts and feelings that come up after reading the above statement.

What adjustment in your life would you like to make that will affect positive change in the areas of deepening your connection with others?

What is one step you can take in the next 48 hours to move in the direction you desire?
