

How-To's of Relationship Building

Today we're talking about connection conversations! How do you go in and just meet people and start conversations? How do you make it normal and comfortable? Connection is the key to these conversations! I am always looking to create a connection and find out common interests, learn about them, and grow a little friendship naturally. This is the key to helping people see you're not poaching on them and the key to really getting to know someone! I honestly don't feel weird reaching out to anyone because I've learned how to start a normal conversation and get to know someone. I've also learned when there are cues that set us up for shifting the conversation to Plexus. I'll share some tips and verbiage below and I encourage you to put them to the test this week!

How and when to start a conversation

In person meetings:

I typically start a conversation in social or text messaging after I meet someone for the first time and we make a connection. Before I leave wherever we are I say "We should stay connected. Are you on social?" Or if we happened to talk about something and I have a reason to text them I'll say "What's your cell and I'll send that to you?" I can meet someone at the park, store, traveling, at a training, or anywhere and if we've had a conversation or bonded, even if it's over little boys and trucks at the park, I'll take that sweaty pit step and say "Hey let's stay connected and maybe meet up in the future. How can I connect to you? Are you on insta or Facebook?"

Then later than night, not right away usually (don't want to seem to over eager!) I send a little message like this, "It was so nice to meet you today! Your kids are so cute and I'm glad the boys got to play together! So tell me a little more about you! Have you guys lived here long?" Or something simple like that. The key is I end with a question of interest about them. I want to learn about them and start building that rapport.

In instagram or facebook or any social platform:

I typically start a conversation with someone if they are new to following me AND commenting on my stuff. I actually don't automatically message every new follower. I feel like that can seem a little to type A and they might think that's a bit weird....like I'm looking for new followers to pounce on. But if they follow me and I check out their profile and love what they're about and they follow me and maybe we've commented on a story or post of each other's, that opens the door to me starting a conversation. I used to send a "Hey thanks for the follow. I'm a mom of 6 and super passionate and health and wellness! It's what I do for a living! What about you?" Honestly didn't get much response from those so I ditched that for real interaction in their stories and then starting a conversation. If they respond back to your comment or your comment on their story, maybe now you have a jumping off point to chat more in DM. Here's a better example:

Jenny, your story was soooo funny yesterday! I can't believe that happened to you and how well you handles it. I just about lose my mind when my kids do that! Hey, I'm curious, I noticed you are also into

fitness. Do you teach classes?" So I'm just making conversation about their life and post/story then after I've looked at their page and I do have an actual question for them, I ask them the question. Works SOOOOO much better for starting meaningful connections!

How do I transition into Plexus:

Well, this is sort of an art form but I believe through practice everyone can get good at this! Truly. It's about seeing a door cracked open and nudging it open a little more because you know you've got something they need!

Example #1: You've been asking Jenny about her life and what she does. She's shared a lot and then says, "What about you? What do you do?"

This is a great opportunity for you to share what you do but you have to play it cool not be overexcited, and give a little to make them curious. If someone asked me that here's an example of what I'd say: "Well I'm a mom for sure! Lots of kiddos...but I also have a wellness business with something that helped me tackle my anxiety, post part blues, headaches, and sugar and caffeine cravings. I used to be soooo drained and I was just shlogging thought life. Now I get to help other women with their health, no matter what their struggles are. Between kids, homeschool, and that life is pretty full but I am so blessed! DO you work also?" I put it back into their corner and ask them about their life and work. I don't go on and on, I just choose the parts of my story, base don what I've gathered from them, that would be best to share in a short format. Often times they come back and relate to what I shared or ask what is it you take. That then open the door to me using the SEND SHARE INVITE system of asking questions, sending a video, asking questions, sending a story, asking them if they want to try it, REPEAT!

Example #2: Becky hasn't really given you any idea that she would need Plexus. She seems health and happy and maybe even has a rocking career. Doesn't mean she doesn't need Plexus. Remember, much lies under the surface!!! So here's how you could casually start a convo about Plexus after you've gotten to know her a little bit:

"Hey Becky! I was thinking about you today and honestly don't know what your usually routine is for health, but you seem kind of health minded and it's what I'm all about! I have no idea at all if this would be for you, but I'd love to share a little more about what I do and what this could do for you. Personally it's helped tremendously with energy, mood, digestion, sleep, headaches, and cravings. No pressure, but would you have 3 minutes to watch a short video about gut health and why it matters?"

Example #3: You can tell Heather is not loving her job to she is not making any money doing what she's doing. You see potential in her and want to point that out. Here's how you might reach out: "Hey sweet Heather! I can't help but think of you and I'm just gonna be bold and put it out there! It seems like you aren't loving what you're doing and you are struggling to make it work. You're seriously so inspiring and I could see you being amazing at what I do. Most people don't know what that looks like or how it would work, but I could at least show you so you'd be able to see if it's a fit for you. Have you ever thought about leveraging your influence with a brand you could fall in love with to make real sustainable, residual income on your own schedule?"

□□□□□ Here's the REAL deal! □□□□□

You can not endlessly build the relationship. You have to actually go in and go for the ASK! So many of you are waiting for the perfect time, perfect opportunity, or until it feels like you've known them for an

“acceptable” amount of time. There is never an acceptable amount of time. You can have a great connection on day one! Some people give you less to work with and you need weeks to months. Ask yourself, “Am I letting my fear of a NO hold me back? Am I waiting for certainty and thinking I can control the outcome of the situation? Am I worried about what they will think about me? Am I struggling with ruining this budding relationship?” Guess what??? Those are all stories you are making up in your head that aren’t true or verified. Always stand strong in your motivation too help people and provide incredible solutions for them tithe can change their life. Period.