

## Are You Connecting with Others?

Arnold Sanow, MBA,CSP

[www.arnoldsanow.com](http://www.arnoldsanow.com)

*“There are four ways and only four ways, in which we have contact with the world. We are evaluated, perceived and classified by; what we do, how we look; what we say, and how we say it” Dale Carnegie*

To make sure you are projecting a positive and connecting image here is a quick checklist from the book, “Get Along with Anyone, Anytime, Anywhere ... 8 keys to creating enduring connections with customers, co-workers... even kids” by Arnold Sanow and Sandra Strauss.

Are you making good eye contact? Do your eyes convey warmth and vitality?

How close are you standing with your conversation companions? Stand within the range of the comfort zone for the interaction. In the USA this is usually 14 inches to 4 feet.

Are you facing people when they speak?

Do you greet people with a smile?

Are your facial expressions congruent with your speech? Does your face show your interest to others?

Does your body language match what you are saying?

How’s your posture? Stand and sit upright, leaning slightly toward others

Are you using the right type of gestures? Use open and expressive gestures without overdoing them or making them seem contrived.

Do you nod your head while listening to encourage others to talk?

Do you present yourself appropriately for the situation? Are you dressed right?

How does your voice sound? Control volume, pitch and tone to suit the specific situation. Avoid speaking too fast, too slow, or too loud or soft, and aim for a good flow without sprinkling with filler words, “umms”, “ers” or “ahs.”

Is your body language sending out all the right messages?

By understanding body language and the messages it sends, we enhance our chances of connecting with impact.

There’s a lot to think about regarding how we come across to people. Monitoring how we relate to others and the messages we communicate both verbally and nonverbally ultimately determines how others rate our communication IQ

Arnold Sanow, MBA, CSP (Certified Speaking Professional) is a speaker, trainer, facilitator, coach and author of 6 books to include; “Present with Power, Punch and Pizzazz” and “Get Along with Anyone, Anytime, Anywhere ... 8 keys to creating enduring connections with customers, co-workers – even kids.” You can reach Arnold at 703-255-3133 or [speaker@arnoldsanow.com](mailto:speaker@arnoldsanow.com) or [www.arnoldsanow.com](http://www.arnoldsanow.com)