

# Simplifying Success

*"True genius is making the complex simple" Albert Einstein*

## Connectivity

**Build relationships that work for you & support you.**

**Weblike connectivity is the secret of success.**

*"Touch" someone by reaching out in a way that is unique and personal to him or her*

## Simplifying Success

Contact  
info@ChristineEdwards.com  
www.ChristineEdwards.com

1. **Choose relationships that support & work for you.** Be aware of relationships that drain you. Choose the relationships that help you to shine & to be your true self & bring out your best.
2. **Change the way you think, feel & behave about networking.** Networking is about making connections, building relationships. Become more conscious about the connections you make in both your personal and professional life.
3. **Grow a circle around you of 10 people you can count on as part of your personal community.** These are your inner circle because they bring out the best in you.
4. **Put yourself out there.** Don't be afraid to get noticed. Get out there. Allow yourself to shine. Modesty & waiting to get noticed will get you nowhere. Enjoy being a star.
5. **Take time to connect with others.** Consciously create more & deeper connections with others: each encounter becomes more meaningful & so enriches your life.
6. **Acknowledge & appreciate others beyond just complimenting them.** To acknowledge is to recognise a gift, talent or characteristic. Don't say 'Job well done' recognise WHO someone is. Notice specific contributions and link them to characters. Use 'You' instead of 'I' 'I love your dress', 'You have a great sense of style and it shows in the clothes you choose to wear.'
7. **Get back to basics.** The simplest way to connect with others is to be polite. Make eye contact. Be on time. Say thank you. These simple behaviours are even more important today in our busy world than ever.
8. **"Touch" someone** by reaching out in a way that is unique and personal to him or her. Choose someone special. List three things that you know are important to them. What do they love? Care about? Enjoy? Use one of these as a theme, do something to show them how much you care.
9. **Know what it is you want to be known for then create your own reputation.** Develop a conversational statement that defines who you are. More than just a title, your defining statement defines what happens as result of a person engaging you or your product.
10. **Be of service.** Do something for someone else, generously give your time, attention or praise. Networking is about giving. List 10 ways you can be of service to others.