

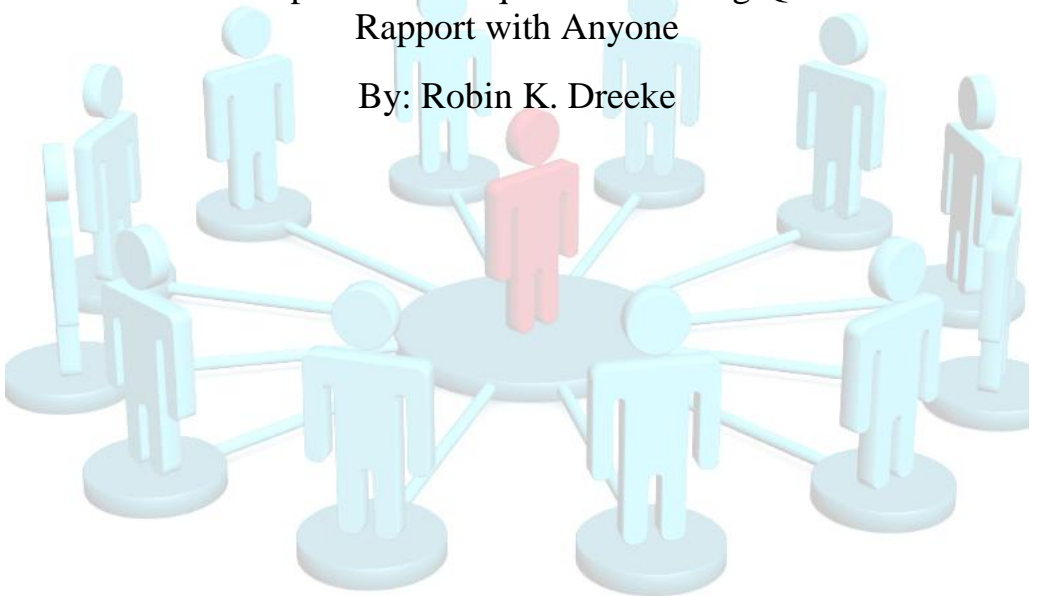
# IT'S NOT ALL ABOUT “ME”

## The Top Ten Techniques for Building Quick Rapport with Anyone

It's Not All About “Me”:

The Top Ten Techniques for Building Quick  
Rapport with Anyone

By: Robin K. Dreeke



Robin Dreeke

# IT'S NOT ALL ABOUT "ME"

It's Not All About "Me": The Top Ten Techniques for Building Quick Rapport with Anyone Copyright © 2011 Robin K. Dreeke

The Top Ten Techniques for Building Quick Rapport with Anyone  
All rights reserved. No part of this book may be used or reproduced in any manner whatsoever without written permission from the author, except in the case of brief quotations used in articles and reviews.

Editing by: Cynthia Lewis; Chris Hadnagy.

Cover Photo: © Sergey Ilin, Dreamstime.com

The views expressed in this work are solely those of the author and not those of the FBI.

For more information please visit  
[www.peopleformula.com](http://www.peopleformula.com)



Robin Dreeke

# IT'S NOT ALL ABOUT

Sample Exercise... Enjoy!

## “ME”

### Exercise 1: Third Party Reference

**Challenging:** I suggest a technique I like to call the “third party reference.” A third party reference conversation is one where you have sought an opinion about something other than yourself or the individual you are chatting with. When you ask an opinion about a book in a book store, an item on a shelf in a food store or a headline in the newspaper while waiting to check out, you will be chatting about non-threatening neutral topics. The challenge is identifying one and planning on how to keep a conversation going once initiated.

**Step 1:** Ensure you are utilizing accommodating nonverbals.

**Step 2:** Identify an individual and your third party reference.

**Step 3:** When you have identified both the individual and the third party reference, ask the individual’s thought or opinion of the third party reference.

For example, while in a food store you can be looking in the chips aisle. When another individual is also looking in the section you can simply state, “I’m

Robin Dreeke

# IT'S NOT ALL ABOUT

sorry to bother you but I am on my way out, I'm looking to get something for my \_\_\_\_\_.” I like to add “my wife” in the blank. By adding my wife I don't look as though I am trying to “pick them up.”

The exercise is simple and straight forward. It will begin to build the muscle memory needed to continue on with the other techniques.

**Advanced:** This exercise is a bit more complex and very similar to one of my stories at the beginning of the book.

**Step 1:** Ensure you are utilizing accommodating nonverbals.

**Step 2:** Choose an appropriate theme that fits you, your personality, and something that you will use on other exercises that you can build upon.

For the purpose of keeping the theme natural, non-threatening, as well as a topic that all individuals can relate to I suggest, “The age when children should start working.” This topic is very much like the one about dating age in that individuals have an opinion and have experienced it themselves. For myself, I am able to use my children and the age that my wife and I both think is appropriate. If you do not have children you can use a conversation about someone else's children. You can even reference this exercise in this book. No lies, no subterfuge, just a conversation with a plan and purpose.

Robin Dreeke

# IT'S NOT ALL ABOUT

**Step 3:** Go out and try it.

I suggest keeping it easy. I like engaging people that just look to be browsing rather than in a rush to get somewhere. I like large public venues such as a local bar and grille, bookstores, coffee houses, and grocery stores.

The more casual an individual you select, the greater the engagement potential.

## The Top 7 Techniques for Building Quick Rapport with Anyone



Robin Dreeke

It's Not All About Me: The Top Ten Techniques for Building Quick Rapport with Anyone: Robin Dreeke: 9780578096650: Books -. Its Not All About Me Sales & Selling The Top Ten Techniques for Building Quick Rapport with Anyone Sales & Selling Its Not All About Me The Top Ten Techniques for Building Quick Rapport with Anyone Its Not All About Me Sales & Selling The Top Ten Techniques for Building Quick Rapport with Anyone Its Not All About Me Sales & Selling The Top Ten Techniques for. Building Quick Rapport with Anyone. Dreeke has used the techniques listed in "It's Not All About Me" with skilled professionals within the law enforcement community as well as with sales professionals, educators and individuals across the country and world. He knows the information provided will apply to business professionals of all sectors, those just entering the workforce and those leading companies. "It's Not All About Me" offers readers a look into the human mind, explaining how it really works.Â In the end he also given few exercises to practice these techniques. Building rapport to people requires, as author mentions, that In every interaction the other person should walk away feeling much better for having met you. I am trying to incorporate these techniques in my everyday conversations. 66 Technique 10: Manage Expectations. 71 Putting it all together: 76 Practice Exercises: 80 Exercise 1: Third Party Reference. 81 Exercise 2: Artificial Time Constraints.Â For this reason, the first step in the process of developing great rapport and having great conversations is letting the other person know that there is an end in sight, and it is really close. I recently was giving a class on advanced approach techniques. In this class we go.