

Forming Great Relationships

The deepest principle in human nature is the craving to be appreciated and to feel needed. The following guidelines or 'way of being' are natural attraction principles for forming great relationships.

Use this list of natural attraction principles to identify potential areas for personal development.

- Be open and honest when communicating
This is often referred to as being 'authentic'. People who are honest and open in their discussions with others are safe to be around. They are not afraid to share their feelings and emotions. People will seek out these qualities so they can express their fears and concerns in a safe environment.
- Understand that everyone has a separate reality or view of the world
Consider the concept that there is no right or wrong, only laws, rules, policies and accepted ways of doing things. Everyone has a different view of the world as a result of their upbringing, education and experiences. Respecting the opinions and points of view of others results in calm, effective communication. Give up being right.
- Examine your motives and integrity
Be mindful of the reason you are doing or communicating something. Is it for your own benefit or the benefit of other people. Selfish motives are easy to detect. Have enormous integrity. Ensure your internal values and your external actions are always in harmony.
- Clarify the expectations of others
Not having your expectations met is one of the key reasons why people get upset. Having pre-conceived ideas about what you are going to receive can result in disappointment. Clarify what other people expect from a situation so you can ensure you are at least meeting, or indeed exceeding their expectations
- Have enormous patience
Patient people exude calm and control in even the most stressful of situations. This is a valued leadership characteristic which enables those you are dealing with to express themselves fully, and feel sure they have been heard. This is particularly the case when interacting with children. Give them your undivided and full attention when they speak with you.
- Be trustworthy and show trust in others
Trust that others will do things to the best of their ability. This will empower them to be the best they can be and show initiative to continuously improve.
- Value the differences in other's abilities
The skill sets and competence of individuals varies enormously. This diversity if recognised can be a wonderful source of knowledge to learn from. Show genuine respect for the ability of others at all times.
- Be open to feedback
Feedback is the breakfast of champions. Absorbing feedback enables us to continually improve our performance to achieve our goals. Everyone has blind spots they cannot see. Be open to feedback and don't have an 'I'm alright Jack mentality'.
- Be compassionate and sympathetic
Everyone wants to be understood and is hungering for a sympathetic ear. Give it to them and they will seek you out. Talk to people about themselves, their interests and abilities and they will listen for hours.
- Show humility and modesty
Be humble in your success and modest about your achievements and significance. This will allow you to value other people as importantly as yourself.
- Resist the urge to criticise
Consider the concept that the person listening to your criticism of another is probably thinking 'I wonder what they say about me when I am not here'. Criticising people makes you unsafe to communicate with and be around.
- Use praise lavishly
Praise is like sunlight to the soul. Use genuine praise to reward good results or outcomes. Once again this is a major source of motivation for people. Praise the slightest improvement.
- Make others feel genuinely important
The deepest principle in human nature is the craving to be appreciated and to feel needed and important. Making others feel genuinely important is a wonderful source of motivation and feel good. Greet people with some animation and enthusiasm.
- Identify their personality profile and communicate accordingly
A good knowledge of the different personality styles will allow you to change the way you communicate with different people.
- Be genuinely interested in what others are saying
Be fully present and demonstrate that you are focussed on what they are saying. Don't speak over the top of other people, and avoid thinking of what you will say next while they are talking. Listen with the intent to understand, not respond.
- Use the person's name when communicating with them
A person's name is about the sweetest thing anyone can hear. Use the person's name at least once when you are communicating with them. It will have a lasting impression as they know you are fully engaged with them in the conversation.

