

THE JORDAN HARBINGER SHOW

Worksheet for Michelle Tillis Lederman | Why Relationships Are Our Greatest Assets (Episode 178)

One of the most common recurring themes on this show is networking and relationship development. The reason for this is because no single skill set in my entire life has yielded *nearly* the number of business results or amount of wealth, happiness, fulfillment, and well-being as has the skill and *practice* of building and maintaining strong relationships in my personal and professional life.

[*The Connector's Advantage: 7 Mindsets to Grow Your Influence and Impact*](#) author Michelle Tillis Lederman joins us [for this episode](#) and we discuss the idea that people who connect with one another do so on a spectrum. We'll find out where you are on that spectrum, as well as give you the tools to move upwards. We'll also explore the types of connectors and outline a few practical ways that you can learn to become one of these super connected, successful archetypes yourself.

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The Connector Spectrum

It's no secret that some of us are extroverted and find connecting with others to be as natural as breathing and as invigorating as an Acapulco cliff dive.

Others of us are so introverted that we struggle to make conversation with a neighbor at the mailbox or small talk with an Uber driver on a ride across the neighborhood. But most of us wind up on the Connector Spectrum somewhere between both extremes:

- Non Connector
- Emerging Connector
- Responsive Connector
- Acting Connector
- Niche / Regional Connector
- Super Connector
- Global Super Connector

"The first four are the levels," says Michelle. "Once you reach Acting Connector, you have the potential to reach a Connector type: Niche, Super, or Global."


Michelle makes it clear that not everyone should strive to be a Super Connector, but most of us can move at least a few steps closer from where we are now.

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And if you're wondering what it takes to move up the spectrum, **here are the seven mindsets of a Connector**, according to Michelle. Connectors:

- Are open and accepting.
- Have a clear vision.
- Believe in abundance.
- Trust.
- Are social and curious.
- Are conscientious.
- Have a spirit of generosity.

Where do you think you are on the Connector Spectrum? Should you strive to become a Super Connector? If not, what's the highest level you see yourself achieving, and why?

A large, empty rectangular box with a thin black border, intended for a user to write their response to the question above.

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Be an Inclusive Connector

"Some people think that they're being nosy," says Michelle. "You see this a little more with introverts. They don't want to ask questions because they think they're prying or being nosy or being too forward."

But if you can break the ice and show someone who might be holding back that it's okay to be social and curious -- that other people *like* to talk about themselves -- you might be able to get them to err on the side of nosy and realize it's not so bad after all.

At the next event or gathering you attend, look for the people who may seem out of place or uncomfortable and approach. Embrace a host mindset and welcome people. Call out the similarities, not the differences. Diversifying your connections will help you move up the spectrum. Note your observations here.

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Increase Your Self-Trust

Just as gratitude journaling can help bolster an abundant mindset, acknowledgment tracking can build the muscle of self-trust. A few questions can prompt your mind to recognize what you do well and bring it to the surface. Make a daily practice of answering a few of the acknowledgment opportunities listed below. You do not need to do all of them every day. Allow yourself the empathy you'd extend to another. Find your habit.

1. **What is one thing I did well today?**
2. **I am proud that I _____.**
3. **Today I accomplished _____.**
4. **I had a good encounter with _____.**
5. **I overcame it when _____ happened.**
6. **I felt good about myself when _____.**
7. **I had a positive impact on _____
(person or situation).**

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Invest Time

Think of five people you want to reach out to this week. Give yourself a reason to make it easier to follow through.

In person:

Who: _____

Reason: _____

Phone call:

Who: _____

Reason: _____

Email:

Who: _____

Reason: _____

Video chat:

Who: _____

Reason: _____

_____:

Who: _____

Reason: _____

Now reach out. Then think of five people you want to reach out to next week. Keep a list going in your calendar of people you want to reach out to. Even if you don't get together, you've come to the front of their mind and kept the connection alive.

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Share Time

"One of the things I love the most is a tip from one of our experts in the book, [Dorie Clark](#)," says Michelle. "She has what I Call 'Dorie Dinners' where she will say, 'Hey, I can't have dinner with 20 people; I don't eat out 20 days in a row. Instead, I'm going to invite all 20 of those people to a restaurant on the same night. Now, not only do I get to catch up with everybody in that one or two hour period of time; they all get to connect with each other. I'm the hub.' She's the Super Connector in the middle of all that, making it happen."

Think about the ways you're using your time now -- are they efficient? Are you working out? Are you walking a dog? Are you hanging out at the playground idly while your kids are playing? How can you include others in these activities to ensure you're investing your time well? At the bare minimum, can you spare one meal once a week to eat with someone else?

Full show notes and resources for this episode [can be found here](#).

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About



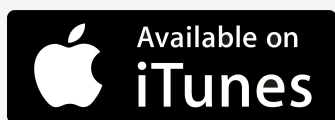
Join us as we get deep into the untapped wisdom of the world's top performers — from legendary creators to intelligence operatives, iconoclastic writers to visionary change-makers.

We deconstruct the playbooks of the most successful people on earth — and learn new strategies, perspectives, and insights you can't find anywhere else. Then, take these valuable insights into your own life and live what you listen.

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