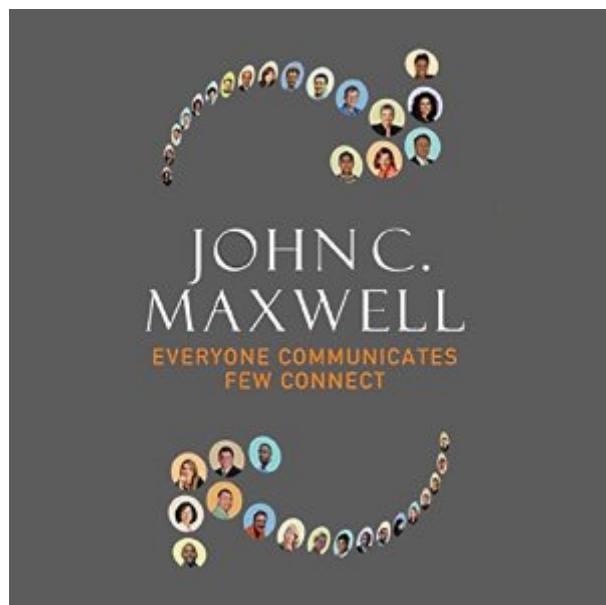


The book was found

# Everyone Communicates, Few Connect: What The Most Effective People Do Differently



## **Synopsis**

The world's most respected leadership expert gives five principles and five practices for breaking the invisible barrier to leadership and personal success. You have a good idea but can't convince your peers of its merit. You crafted a groundbreaking strategy, but the team trudges on in the same old way. Certain people move forward in their career, while you seem to be stuck. If this describes you or someone you know, the problem is not the quality of what you have to offer. The problem is how you connect with people to create the results you desire. In *Everyone Communicates, Few Connect*, John Maxwell takes readers through the Five Connecting Principles and the Five Connecting Practices of top-notch achievers. He believes that a person's ability to create change and results in any organization - be it a company, church, nonprofit, or even a family - is directly tied to the ability to use the teachings of this book.

## **Book Information**

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## **Customer Reviews**

This book is not for everyone because some do not have a desire to connect. This book is only for those who wish to improve his or her connecting skills and abilities. The book is practical and the language of the book echo's Maxwell's writing style. There are numerous quotes that he uses to frame a chapter or a section around that one quote. Neither good or bad that is how Maxwell writes. Occasionally Maxwell seems to "bragging" about his success or possibly he is being relational and showing how he has used the principles in the book to connect with others. Here are a few practical tips that may seem like common sense to most, but unfortunately common sense does not mean we implement these traits into our daily life. Three questions that we long to know when connecting;

\* Do you care for me? \* Can you help me? \* Can I trust you? Finding common ground in relationships is important and overlooked. To overcome this one needs to ask questions and explore the other person's interest. This can be done by what some would say "playing ignorant" in your conversations. Once you approach someone as a "know it all" or arrogant walls are built and connection is lost. Asking questions allows you to be in a place of humility and sometimes this may be achieved best by playing ignorant. This principle has to do with simplicity in speech or what Maxwell said as "talk to, not above." People are longing for conversations not debates. Practice humility by asking genuine questions. Here are a few questions to help you connect; \* What do you dream about? \* What do you sing about? \* What do you cry about?

Pardon me for regarding myself as a good communicator and self-help book lover who always put what I read into practice. Despite my complacency, I am obliged to comment that this book improves me much. It's so interestingly written in abundance of memorable stories and practical advice. In short, a must read! p.s. Below please find some of my favorite passages for your reference. It's not enough just work hard. It's not enough to do a great job. To be successful, you need to learn how to really communicate with others. Pg 2 Connecting is the ability to identify with people and relate to them in a way that increases your influence with them. Pg 3 Jim Collins, author of Good to Great, observes, "Those who build great companies understand that the ultimate throttle on growth for any great company is not markets, or technology, or competition, or products. It is the one thing above all others - the ability to get and keep enough of the right people." You do that by connecting with these people. Pg 15 I was trying to get ahead by correcting others when I should have been trying to connect with others. Pg 29 Maturity is the ability to see and act on behalf of others. Pg 30 We aren't in the coffee business, serving people. We're in the people business, serving coffee. - Nabi Saleh, Gloria Jean's Coffees pg 37 Whenever people take action, they do so for their reasons, not yours or mine. Pg 43 Two parents raise a child together in the same household, enforcing the same rules. One parent gets cheerful compliance, and the other gets resistance. Why?..... People may hear your words, but they feel your attitude. Pg 65 The only thing that keeps a man going is energy and what is energy but liking life?

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