

## 10 Simple Ways to Show Your Sincere Interest in Others

By expressing genuine interest in someone's qualities, background, stories, hobbies, career, family, or anything else closely connected to that person, you will give them a sense of importance, well being and value.

**1. Make Your Greeting Stand Out** - When you meet people for the first time or greet them for the 10<sup>th</sup> time, you have an opportunity to make a positive impression on them. The key here is to take 10 seconds and make them feel like the most important person on this earth. Look them in the eyes with warmth and authenticity and offer them a friendly greeting. If appropriate, give them a firm handshake or hug.

**2. Use Their Name** - In all of your communication, written or verbal, first time or repeated, make it a point to use a person's name.

**3. Listen With Interest** - There is a difference between simply listening to people and listening with deep interest. Listening with interest signifies that you really care about what they are saying in contrast to simply listening because it is the polite thing to do.

**4. Ask Questions** - A great way to demonstrate interest is to ask questions. Initiate a conversation with a co-worker about what they did over the weekend or about the person's family. Asking questions generally stimulates a person to talk about their interests and themselves.

**5. Acknowledge People** - When you acknowledge people, you recognize their value and importance. How about hugging your children before they go off to school? Or saying "Good Morning" to your co-workers as you walk through the office? Or saying hi to an acquaintance you see dining at another table in a restaurant. When you go out of your way to acknowledge people you will make a positive impression on them.

**6. Show Respect** - When you show people respect, your actions express your interest in them. Think about it... when people show you respect, how does it make you feel about them? On the other hand when people DON'T show you respect, how do you feel about them?

**7. The Old Fashion Way** - One of the best ways to demonstrate the importance of a relationship is to call someone just to see how they're doing. I receive very few calls from people who don't have a self-serving agenda. Those who call because they genuinely care about me, stand out in my mind. How frequently do people call you just to say hi or find out what's going on in your life?

**8. Offer Genuine Compliments** - When people take the time to offer you a sincere compliment, how does that make you feel about them? When you take an extra 10 seconds to offer people a genuine compliment, your interest in them can have an impact far bigger than you know.

**9. Encourage People** - When you encourage others, you lift their spirits, enhance their self-confidence and add fuel to their motivational fire. Perhaps more than anything you give them hope and inspiration. How long could it take? 10 seconds?

**10. Acknowledge special events in people's lives** - When you make the effort to remember important dates in people's lives, such as their birthdays, anniversaries, religious holidays or perhaps even the anniversary of a loved one's death, your efforts will be noticed.

Let me encourage you to do exactly what I am committed to doing. I am going to go back over each of these points, grade myself and make some notes as to how I can improve. If showing an interest in others is perhaps the most important key in building valued relationships, then why wouldn't you take the time to review this list one more time and see what you can do better?

**When you show an interest in others and the things that are important to them, they will show an interest in you and the things that are important to you!**

***About the Author: Todd Smith is a successful entrepreneur of 30 years and founder of Little Things Matter.***