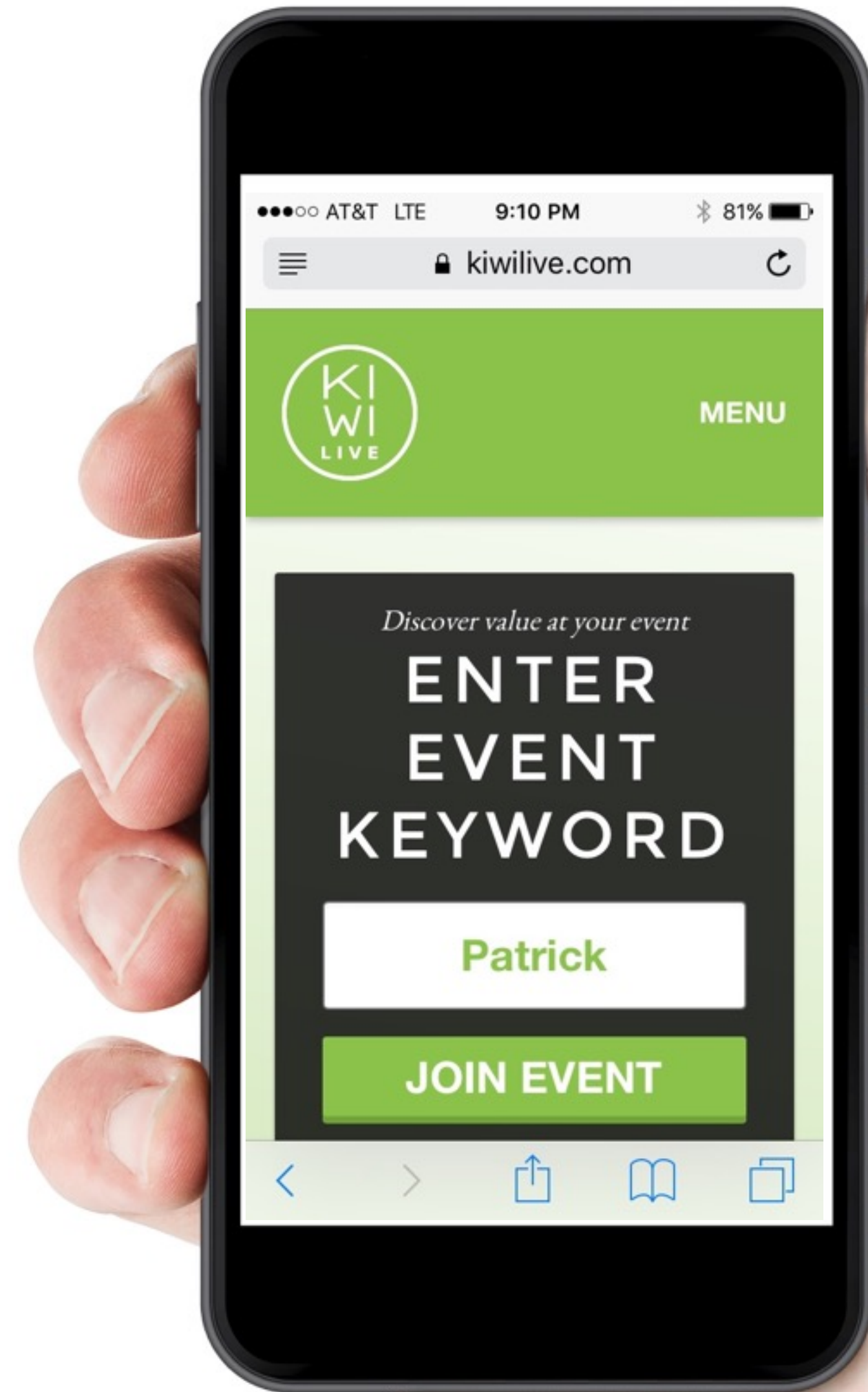




Want Slides & More?

Visit kiwilive.com

Enter "Patrick" for Event
Share email





Creating Community in a (dis)connected world

Consider This...

“Free Range Parenting”



Creating Community
in a (dis)connected world



Consider This...



Creating Community
in a (dis)connected world

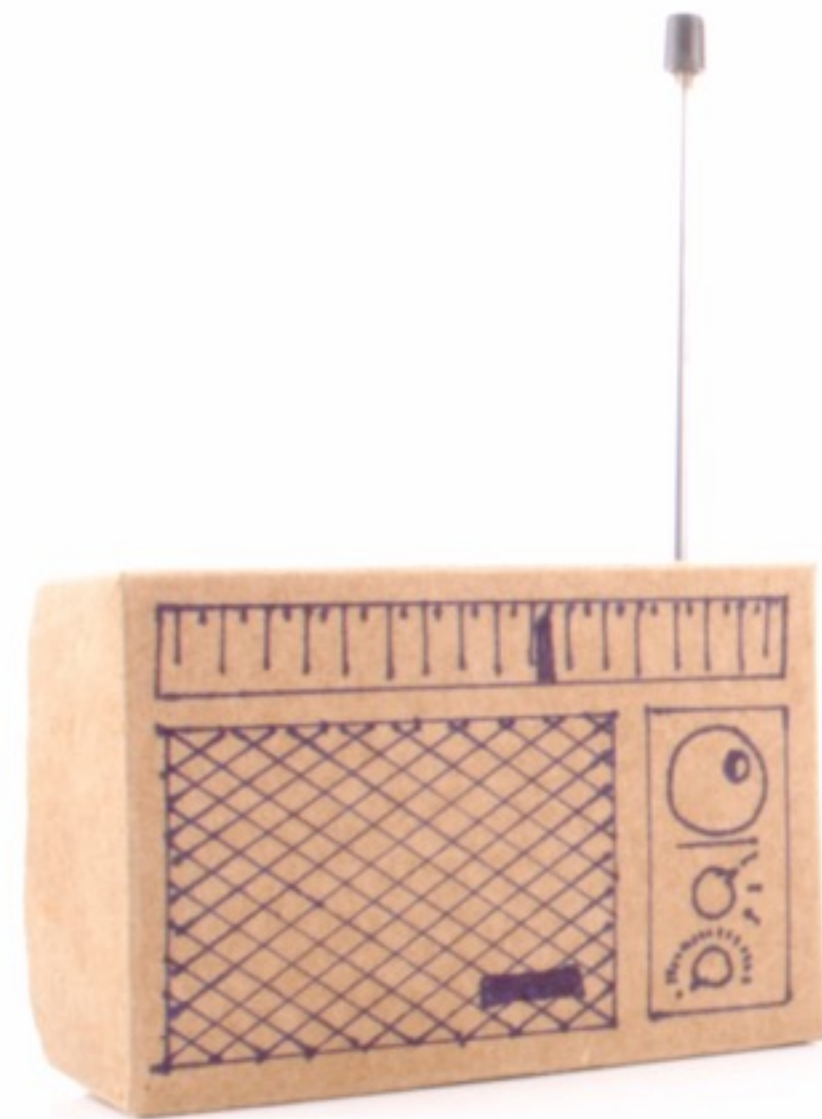


That “New” Technology

Can Still Create COMMUNITY

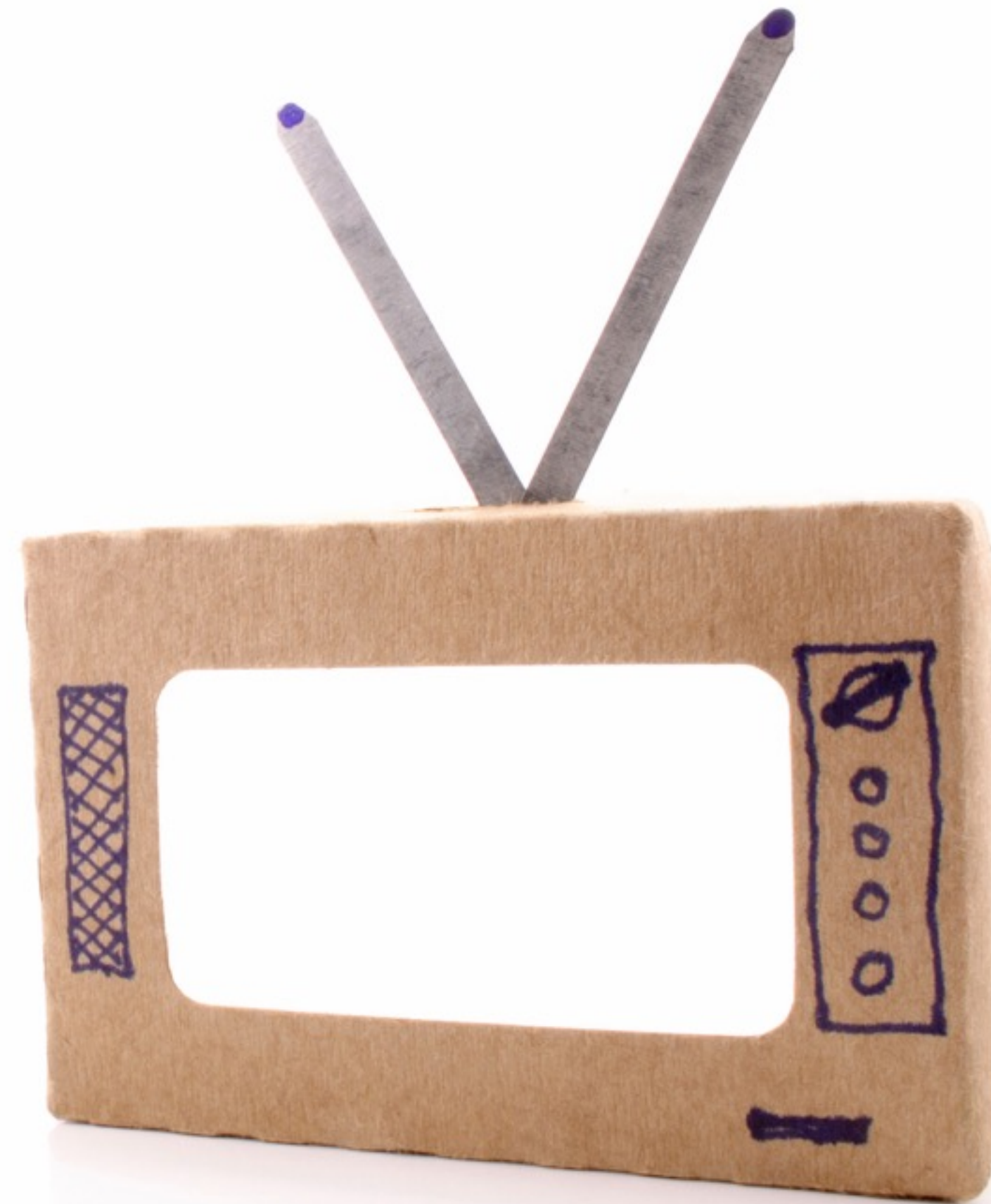


Creating Community
in a (dis)connected world



“Sherlock Holmes on Air”
Pearl Harbor

“Superman Battles Intolerance”



Super Bowl
The Academy Awards
World Cup

Communities



Creating Community
in a (dis)connected world



Faith-based organizations &
small groups



Service Organizations
Kiwanis, Rotary, Optimist, Lions,
United Way, etc.



Interests Organizations:
Fitness, Books, Shared

Communities



Creating Community
in a (dis)connected world



PERSONALLY KNOWN



SHARED INTERESTS



VALUED BY GROUP

What We Need to Do

Create Community Catalysts



Creating Community
in a (dis)connected world

Provide Rationale/Motivation

Build Skills

Create Opportunity

Based On...



Creating Community
in a (dis)connected world

How to Win Friends and Influence People by Dale Carnegie

Never Eat Alone: and Other Secrets to Success, One

Relationship at a Time by Keith Ferrazzi and Tahl Raz

Click: Ten Truths for Building Extraordinary Relationships

by George C Fraser

Dig Your Well Before You're Thirsty by Harvey Mackay

Love is the Killer App: How to Win Business and

Influence Friends by Tim Sanders

Some Assembly Required by Thom Singer



The Rationale

Examples of Connectors

It pays to create community and connection NOW



Creating Community
in a (dis)connected world



Ben Cohen

Jerry Greenfield

“Fat kids” in 7th grade
gym class



Bill Fernandez

Met Steve Jobs in Jr. High School
Neighbors with Steve Wozniak
Introduced them to one another.
Later became 1st full-time
employee of Apple



Mark McLarty

Went to Kindergarten with Bill Clinton.
Encouraged to Run for Governor of
Arkansas, but deferred to Clinton.
Served as White House Chief of Staff
'93-'94

Click

Ten Truths for Building Extraordinary Relationships

by George C Fraser



Creating Community
in a (dis)connected world

Connecting/Clicking

Sharing coming good

Value-based

Assumed Trust

Synergistic

Relational

Mutually beneficial

A conscious-strategic process

Holistic

Multidimensional

A long-term commitment

Networking

Superficial

Goal-based

Earned Trust

Compromise

Transactional

Often one-sided

A haphazard process

Often materialistic

One-dimensional

Temporary



The Skills

Step 1: FOCUS

Make the other person feel valued. Be positive in interaction.
Make them feel like an important individual. SMILE!



Creating Community
in a (dis)connected world



Step 1: FOCUS

Make the other person feel valued. Be positive in interaction.
Make them feel like an important individual. **SMILE!**



Creating Community
in a (dis)connected world

“Just because we’re at work doesn’t mean that we’re not human; sometimes we need someone to touch us, to make us smile, to make us feel better about ourselves. According to the late Mother Teresa, the greatest disease in the West is not tuberculosis or leprosy; it is being unwanted, unloved, uncared for.”

Tim Sanders

Love is the Killer App: How to Win Business and Influence Friends

Step 2: NAMES

Make a point to learn the names of every contact

Bonus- photocopy a yearbook and white out names, fill them in from memory



Creating Community
in a (dis)connected world



Step 2: NAMES

Make a point to learn the names of every contact

Bonus- photocopy a yearbook and write names, fill them in from memory



Creating Community
in a (dis)connected world

“Remember that a person’s name is to that person the sweetest and most important sound in any language.”

Dale Carnegie

How to Win Friends and Influence People

Step 3: INTERESTS

Research your connections

Know the basic facts/interests about them to launch discussions



Creating Community
in a (dis)connected world



Step 3: INTERESTS

Research your connections

Know the basic facts/interests about them to launch discussions



Creating Community
in a (dis)connected world

“You can make more friends in two months by becoming interested in other people than you can in two years by trying to get other people interested in you.”

Dale Carnegie

[How to Win Friends and Influence People](#)

Step 3: INTERESTS

Research your connections

Know the basic facts/interests about them to launch discussions



Creating Community
in a (dis)connected world

“But never forget how important it is to do your homework and find out if you have some common ground when you know you’re going to meet someone new.”

Harvey Mackay

Dig Your Well Before You’re Thirsty

Step 4: QUESTIONS

Ask Questions

Be Your Best Version of Oprah and Learn from Connections



Creating Community
in a (dis)connected world



Step 4: QUESTIONS

Ask Questions

Be Your Best Version of Oprah and Learn from Connections



Creating Community
in a (dis)connected world

“So if you aspire to be a good conversationalist, be an attentive listener.

To be interesting, be interested. Ask questions that the other person will enjoy answering. Encourage them to talk about themselves and their accomplishments.”

Dale Carnegie

[How to Win Friends and Influence People](#)

Step 4: QUESTIONS

Ask Questions

Be Your Best Version of Oprah and Learn from Connections



Creating Community
in a (dis)connected world

**What do you love/enjoy most about
what you do?**

What are you working on these days?

How did you choose your involvement?

**What is the strangest or funniest
experience you've had?**

Step 5: GIVE & SHARE

Give. Give. Give.



Creating Community
in a (dis)connected world



Step 5: GIVE & SHARE

Give. Give. Give.



Creating Community
in a (dis)connected world

“People hold you in the highest esteem when they realize you have no expectations that you will receive anything in return for what you are willing to give.”

Tim Sanders

Love is the Killer App: How to Win Business and Influence Friends

Never Eat Alone

And Other Secrets to Success, One Relationship at a Time

by Keith Ferrazzi and Tahl Raz



Creating Community
in a (dis)connected world

**Generosity + Vulnerability +
Accountability + Candor
= TRUST**

Love is the Killer App

How to Win Business and Influence Friends

by Tim Sanders



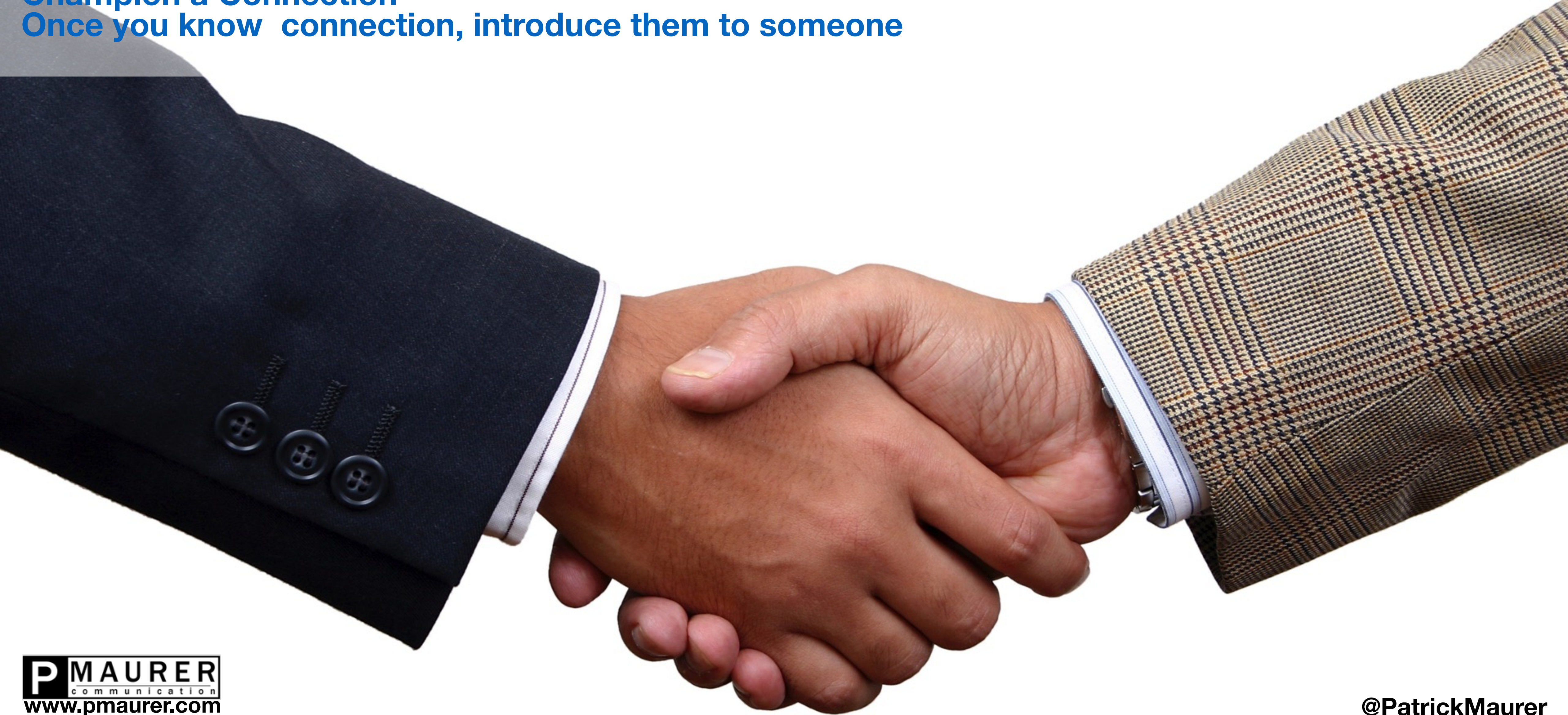
Creating Community
in a (dis)connected world

Share Your Knowledge
Share Your Network
Share Your Compassion

Step 6: CHAMPION

Champion a Connection

Once you know connection, introduce them to someone



Step 6: CHAMPION

Champion a Connection

Once you know connection, introduce them to someone



Creating Community
in a (dis)connected world

“If you know someone who has a need, and you know another who provides a service, simply make the introduction without concern for what you get out of the deal. What goes around comes around. If you go out of your way to make connections, others will do the same for you.”

Thom Singer

Some Assembly Required

Step 6: CHAMPION

Champion a Connection

Once you know connection, introduce them to someone



Creating Community
in a (dis)connected world

**“The best sort of connecting occurs
when you can bring together two
people from entirely different
worlds...”**

Keith Ferrazzi and Tahl Raz

Never Eat Alone: And Other Secrets to Success, One Relationship at a Time

Step 6: CHAMPION

Champion a Connection

Once you know connection, introduce them to someone



Creating Community
in a (dis)connected world

“...The strength of your network derives as much from the diversity of your relationships as it does from their quality or quantity.”

Keith Ferrazzi and Tahl Raz

Never Eat Alone: And Other Secrets to Success, One Relationship at a Time

Step 6: CHAMPION

Champion a Connection

Once you know connection, introduce them to someone



Creating Community
in a (dis)connected world

“‘Love is the selfless promotion of the growth of the other.’ When you are able to help others grow to become the best people they can be, you are being loving—and you, too, grow.”

Tim Sanders (expanding on Milton Mayeroff’s quote)

Love is the Killer App: How to Win Business and Influence Friends

Stone Soup Story

Great way to talk about getting everyone to share gifts



Creating Community
in a (dis)connected world



Step 7: RECOGNITION

Write one handwritten thank you note every day for a week
Then write at least one a week for the rest of the year
Thank You's, Birthdays, Holidays, Promotions, etc.



Creating Community
in a (dis)connected world





The Opportunities



Is there a comfortable place to visit?

**Does the music/sound promote
conversation?**

Is there enough time?

**Does food promote interaction or
isolation?**

Planting Seeds

It can take months, years, decade for a connection to “pay off”

For a community to become truly organic

Plan the seeds and care for them

Spring time is **AWESOME**



Planting Seeds



Creating Community
in a (dis)connected world

“For most people networking is a learned behavior, like learning to swim. It is gradual—and often painful, even scary—process of trial and error, small incremental steps, and finally a few breakthroughs.”

Harvey Mackay

Dig Your Well Before You're Thirsty



Patrick Maurer, CSP

keynotes workshops assemblies retreats

1041 Market Street #408

San Diego, CA 92101

619.289.7850