



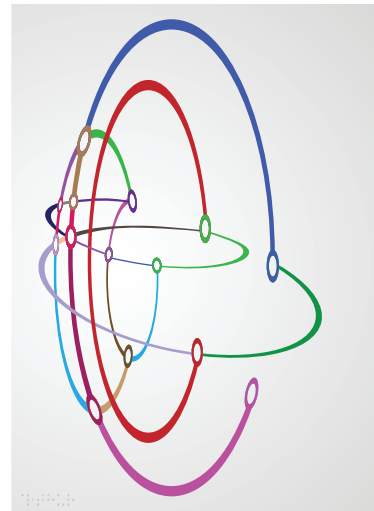
Practice Strategy for The Savvy Paraphrase

Purposely look for an opportunity to Savvy Paraphrase. It may be in a business meeting, or on a sales call, or with friends, or at home. Use it when someone has spoken about something that matters to them, especially if they've talked for a fairly long time. Do the Savvy Paraphrase.

As you use the Savvy Paraphrase, adding the *"is that right?"* phrase gets more and more automatic. You will notice how people enjoy talking with you!

Looking Ahead

Next time, we'll explore the flip side of listening: Questions. There's a surprising amount going on inside Questions. The more you know about them, the better you can use them — and the more you learn about someone...which, of course, brings us back to building effective relationships.



Remember if you want to talk with us about How To Who, just send me an email at support@HowToWho.com and tell me what you want to discuss. I'll send you the access information so you can join us. We talk on the 4th Wednesday of each month at 3:00 PM Eastern Time.