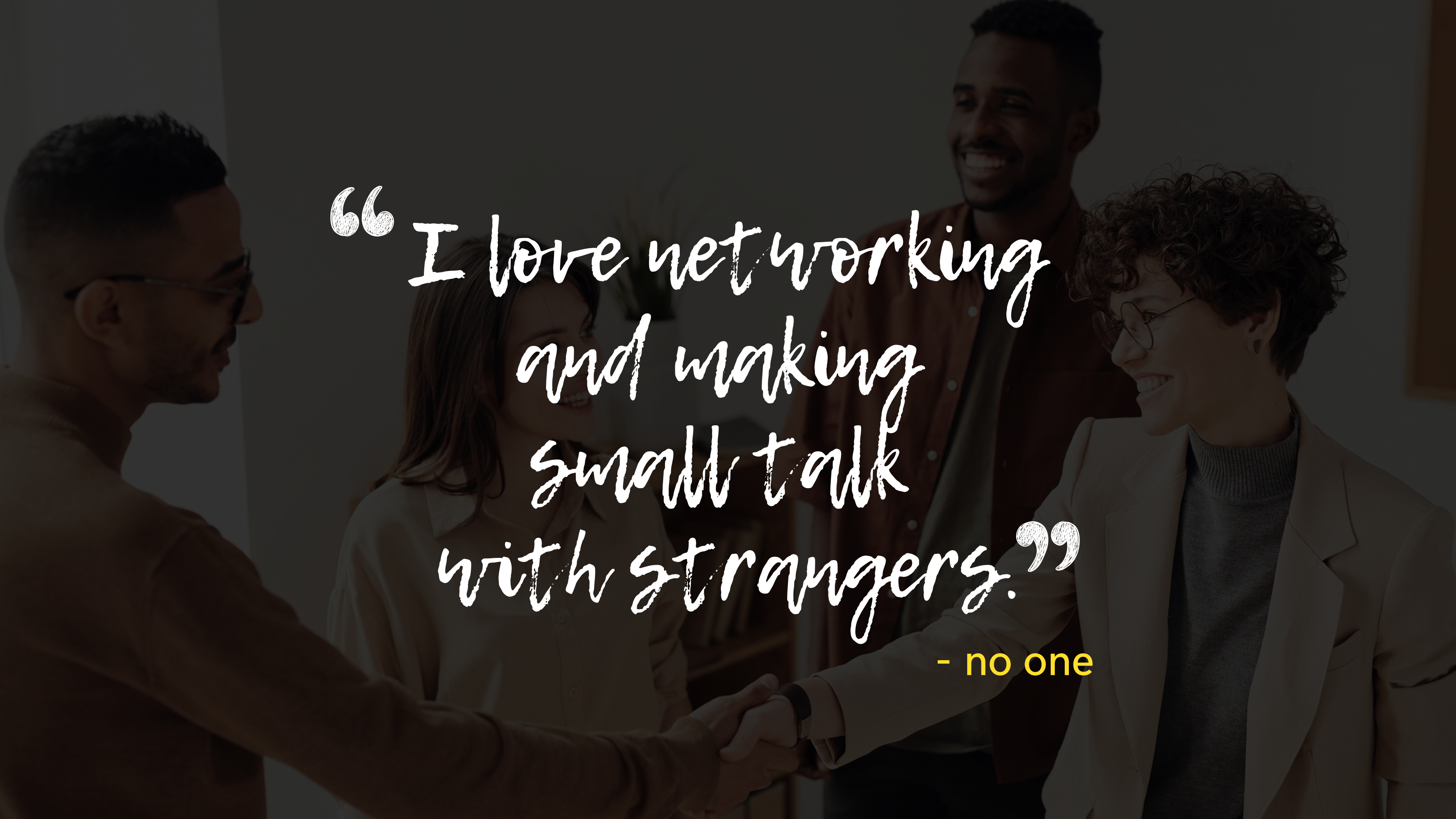


The Art of *Connection*

Building & Nurturing Professional Relationships

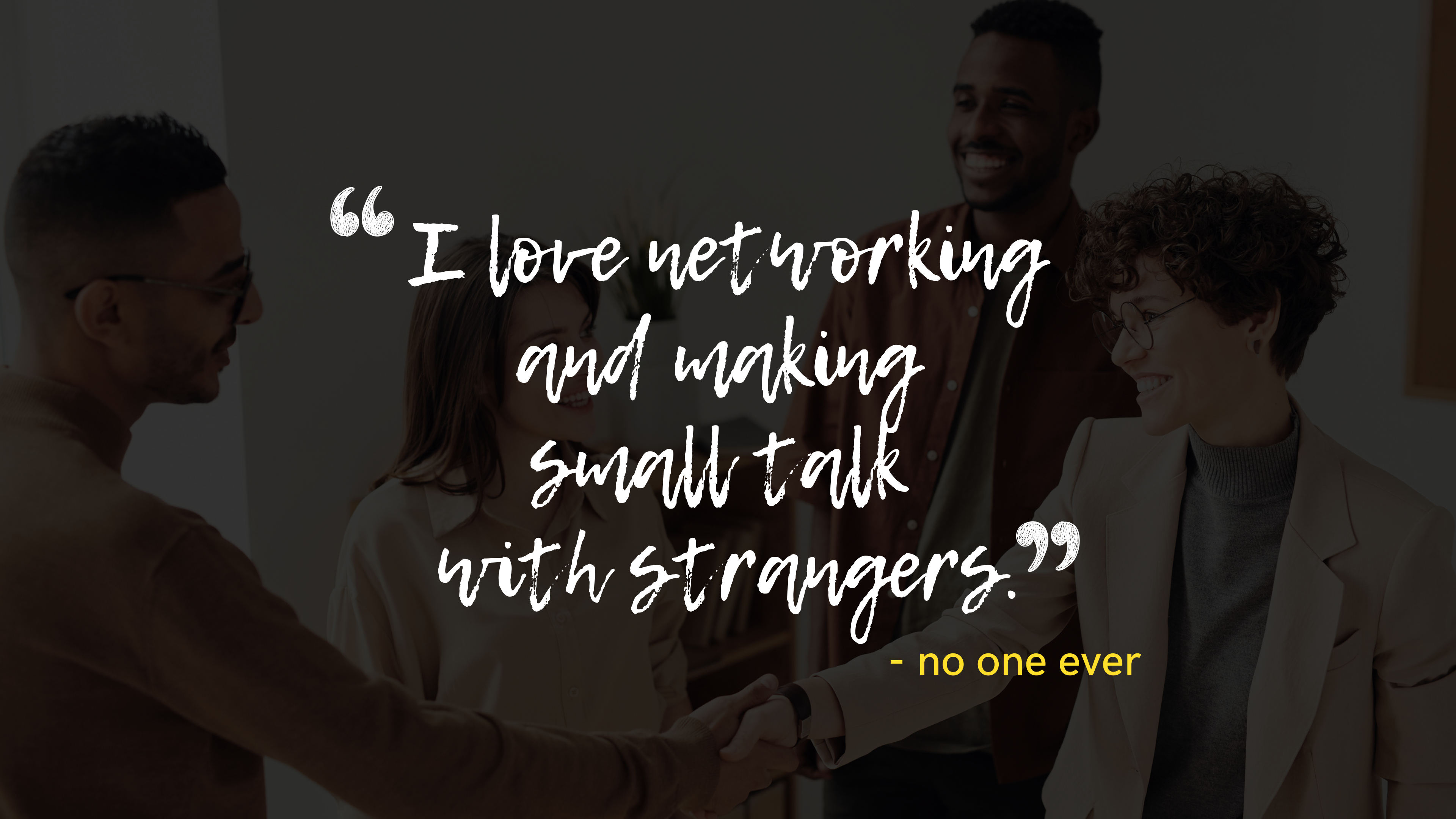


“I love *networking*
and making
small talk
with strangers.”



“I love networking
and making
small talk
with strangers.”

- no one



*“I love networking
and making
small talk
with strangers.”*

- no one ever

A group of people are gathered on a rooftop terrace at dusk. In the foreground, a man in a white t-shirt and black shorts sits on a wooden chair, facing away from the camera. To his right, a woman in a white shirt and black top sits at a table covered with a white tablecloth. Other people are visible in the background, some standing and some sitting. The terrace is decorated with string lights and potted plants. A large, multi-story building is visible in the background.

“Man is a
social animal.”

- Aristotle

THE HARVARD STUDY
OF

Adult

Development

THE HARVARD STUDY OF ADULT DEVELOPMENT

720+

participants

85+

research years

1938



WHAT MAKES US

happy?

THE HARVARD STUDY OF ADULT DEVELOPMENT

01

Social connections are really good for us and loneliness kills.

02

Quality of your close relationships matters.

03

Good relationships not only protects our **body**. They protect the **brains**.

A group of four friends are seen from behind, hugging each other on a grassy hill. The person on the far left has their right arm raised in the air. They are all looking out over a vast, hazy landscape under a warm, golden sunset sky. The text is overlaid on the image, with 'Good relationships' in yellow and 'keep us happier and healthier.' in white.

Good
relationships
keep us happier
and healthier.



Favor Lee

Director of Tax Growth
Lido Advisors

A circular arrangement of dark silhouettes of people holding hands, forming a ring around the central text.

LET'S REDEFINE

networking

Connection is about finding
commonality and having a
shared experience.

Connection

Stew



CONNECTION STEW

4

key ingredients

2

key steps

Ingredient 1

personalized engagement

Ingredient 2

active listening & empathy

A group of people are sitting around a table, holding hands in a circle. In the foreground, there are two white coffee cups on saucers and two glasses of water. The background is a brick wall. The text "activity time" is written in a white, cursive font in the center of the image.

activity
time

Instructions

1. Pair up with a person whom you haven't met yet.
2. Introduce yourself and share one interesting fact about yourself.
3. Switch roles.

Ingredient 3

value exchange

THE GO-GIVER

The Five Laws of Stratospheric Success

UPDATED WITH A NEW INTRODUCTION, AUTHOR Q&A,
AND A FOREWORD BY ARIANNA HUFFINGTON

"The Go-Giver is the most important parable about business—and life—of our time."
—ADAM GRANT, *New York Times* bestselling author of *Give and Take*

OVER
ONE MILLION
COPIES SOLD
GLOBALLY

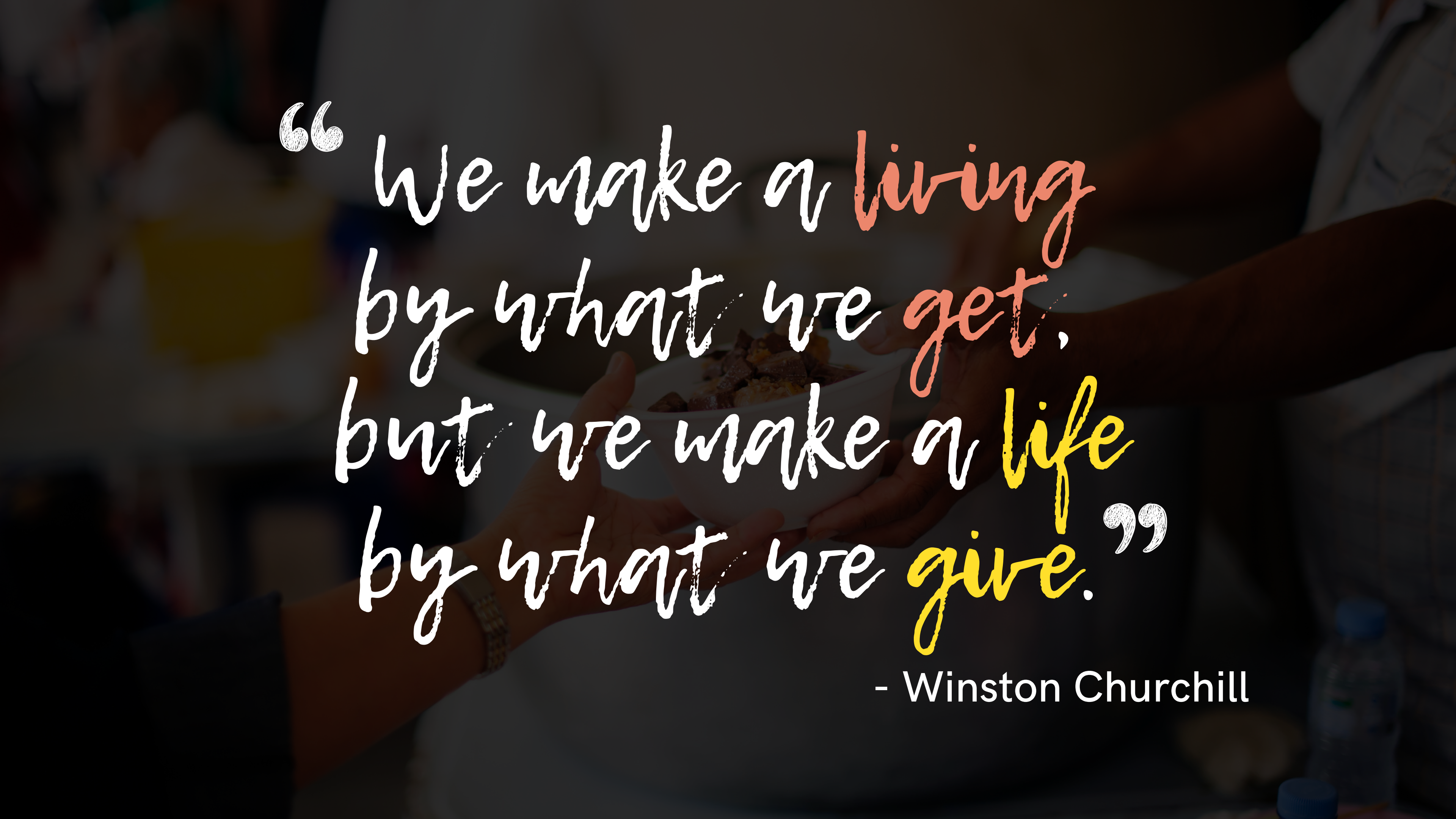
The GO-GIVER



A LITTLE STORY ABOUT A
POWERFUL BUSINESS IDEA

Bob Burg *and* John David Mann

<https://thegogiver.com>

A person's hands are shown holding a white bowl filled with food, possibly a salad or a mix of vegetables and grains. The background is dark and out of focus, showing some indistinct shapes and colors. The text is overlaid on the image in a white, handwritten-style font. The words "living", "get", "life", and "give" are highlighted in orange, yellow, and yellow respectively.

“ We make a living
by what we get,
but we make a life
by what we give.”

- Winston Churchill

Ingredient 4

build trust and loyalty

follow
through



pop quiz



4 KEY INGREDIENTS OF CONNECTION STEW



1. _____ engagement

2. _____ listening & empathy

3. _____ exchange

4. build _____ & loyalty

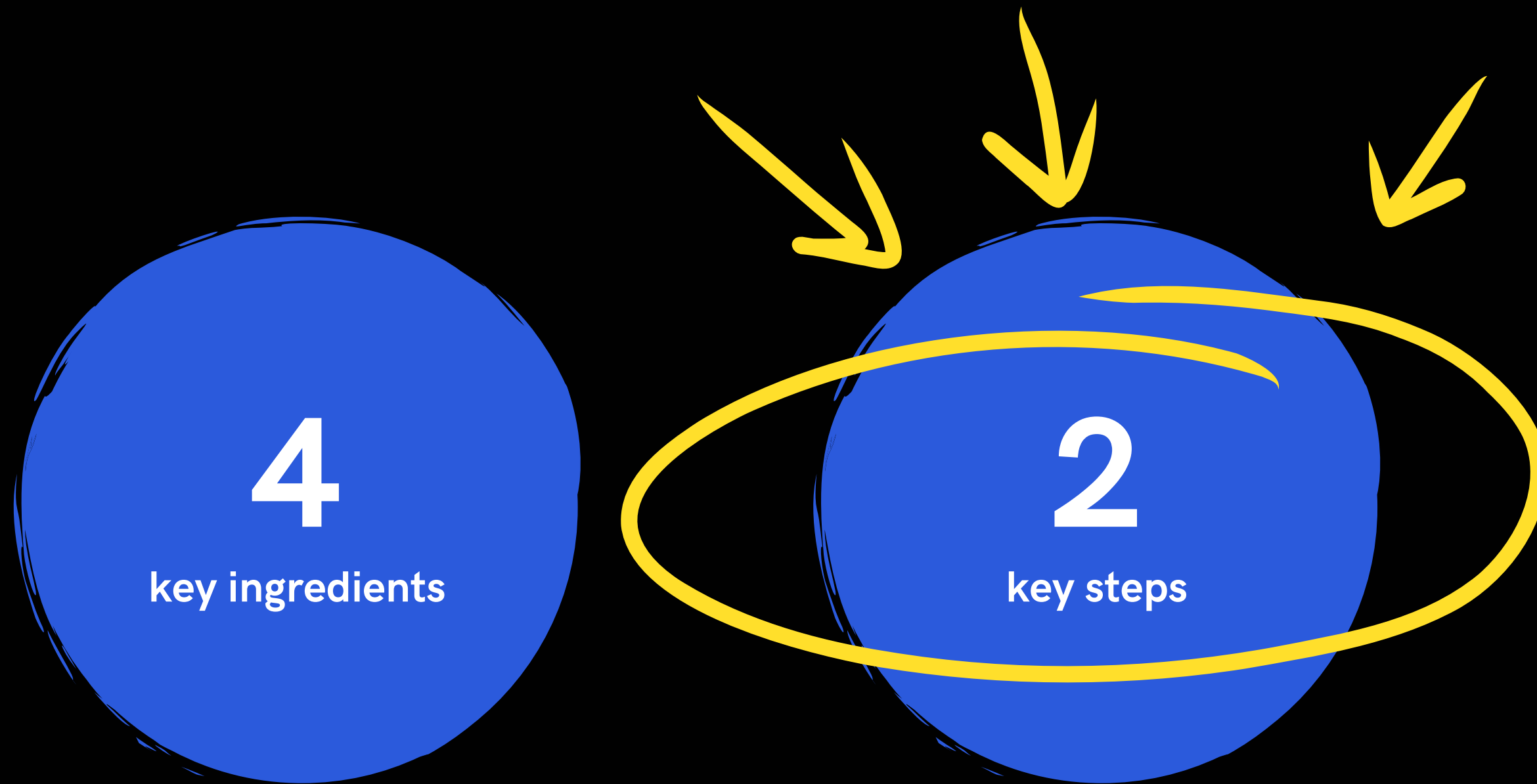
4 KEY INGREDIENTS OF CONNECTION STEW

4

key ingredients


1. **personalized** engagement
2. **active** listening & empathy
3. **value** exchange
4. build **trust** & loyalty

CONNECTION STEW



Step 1

simmer, not boil

A group of runners are celebrating at the end of a marathon. The central figure is a woman with her arms raised in triumph, wearing a white singlet with the number 279. Other runners are visible in the background, also celebrating. The image is darkened to make the yellow text stand out.

It's a
marathon,
not a sprint.

Step 2

keep stirring



recap

Summary Report

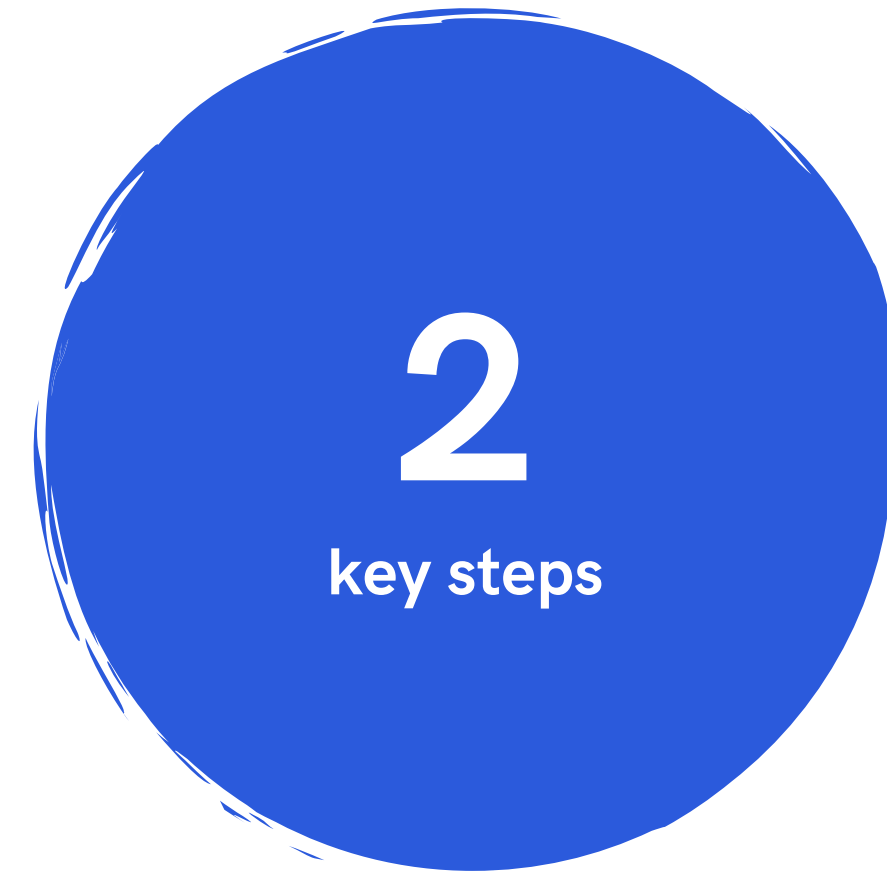


CONNECTION



1. personalized engagement
2. active listening & empathy
3. value exchange
4. build trust and loyalty

STEW RECAP



1. simmer, not boil
2. keep stirring

questions?

Let's stay connected



Favor Lee

Director of Tax Growth
Lido Advisors
flee@lidoadvisors.com

