

# EXERCISE 21: Creating rapport

Describe below what you can do to build better relations with the world around you by using pacing.

In what specific areas do you think you can improve?

Should you pay particular attention to your body, feelings/moods or voice? In which situations should you be particularly careful? Describe situations from home and work.

**At work**

**At home**

Put out your antennae every time you are with another person. Pace that person!

Continually analyse positive and negative experiences. Learn from them!

In the future, be aware of situations where you feel uncomfortable or experience uneasiness. Notice the things in the non-verbal communication of both yourself and others which may be causing the problem.

Make it a habit to work consciously to create rapport – when you do, you are opening the door to a new and exciting world.