

Maximize Your Results, Meet *Everyone!*



I went to a book signing in downtown Atlanta, having been invited by a business friend. I didn't know the author other than a quick phone call to discuss my own book, so I assumed I would be walking into a room where I know a total of two people, Michael E. Moore (rainmaker and story teller) and the author of *Never Fly Solo* by Rob "Waldo" Waldman (by the way, great book).

I often get anxious in this type of situation because no matter how outgoing I am and how much I network and socialize, I still get a bit shy about walking into a room of strangers...and for those of you who know me: yes, I do get shy :)

Anyway, that night proved to me what I have always known and also experienced myself. That is, not only should you talk to anyone available to you in a setting like this one, but at any networking event, business or personal social, and even standing in line at the grocery store. I learned once again that you *never know* where you are going to get a golden nugget handed to you, even from a complete stranger.

I met a nice gentleman, Bob, who was gracious to listen while I bent his ear about the book I wrote. I had been stressed over the publishing process (I had the book accepted by a publisher). I guess he observed my anxiety and real desire to get some objective straight talk advice. So for the next 20 minutes he provided me his viewpoint on the situation and while he was talking the light bulb went off for me that what he was saying was exactly what I was feeling and needed to hear from a third party. Instantly my anxiety melted away, and I was able to sleep soundly for the first night in a week.

How does this help you?

If you have a business issue, opportunity, in search of a contact you can't get an introduction to, need advice...I could go on, do not stop yourself by sharing it with someone who has provided you their ear, even if you do not know the individual. You never know where great advice and support will come from. More importantly, you never know, that person could become a significant contact, supporter, mentor and more for you.

So, the next time you are out and about and a conversation springs up, don't hesitate to ASK for help or advice from that complete stranger. You could strike gold!

Happy sharing!