



## **Worksheet 133 – Making real connections with Anthony Witt**

This week we're excited to welcome [Anthony Witt](#) from [The Champion Entrepreneur Podcast](#).

He's a business advisor that specializes in helping people really connect with your clients.

He offers some practical tips on how to build those connections.

And, more importantly, he details some of the common mistakes that people often get wrong.

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## Real connections mean real people

To build your connections you have to do some simple things.

You have to actually interact with real people.

Building real connections with real people is becoming increasingly rare in a digitally connected world.

You have to get out and meet people.

Just staying at home isn't going to get it done.

Go to conferences.

Go to meetups in your home city.

**The objective is to build *real* connections.**

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**Make a plan to attend some local conferences or meetups in the next month.**

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## Treat people honestly

The biggest mistake people make when trying to make connections is treating people like just another column in a spreadsheet.

Don't put people into a box so that you can pull them out when you need them.

You have to treat people like *real people*.

It isn't just about making sure you gain.

You have to be able to actually help people too.

You have to care.

Your first question should be: **“How can I help you?”**

You need to use that question in your vernacular on a regular basis.



**Write down a few conversations starters that don't start with "What do you do?"**

# BusinessLegal : Lifecycle

## Learn more by ordering the book

Whether you want to have a large company or a small lifestyle business, you must pay attention to the legal aspects right from the start.

The Business Legal Lifecycle is a handbook for you to use in your business on a regular basis.

The key areas that Jeremy Streten covers in the Business Legal Lifecycle are:

**How to successfully set up your business**

**Why and when you need to pay attention to the legal aspects of your business**

**Who you should consult with along your business journey**



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