

A large green hand icon with a white circle in the palm, positioned on the left side of the slide.

The Freebies

5 Simple tricks that help you stay top of mind.

—• *about the* •— **FREEBIES**

Let's get
started!

- | The “Five Freebies” are simple and free tricks that help you stay top of mind.
- | You can use them whenever you're struggling with finding a reason to reach out to someone.
- | You will be able to put them to use right away.

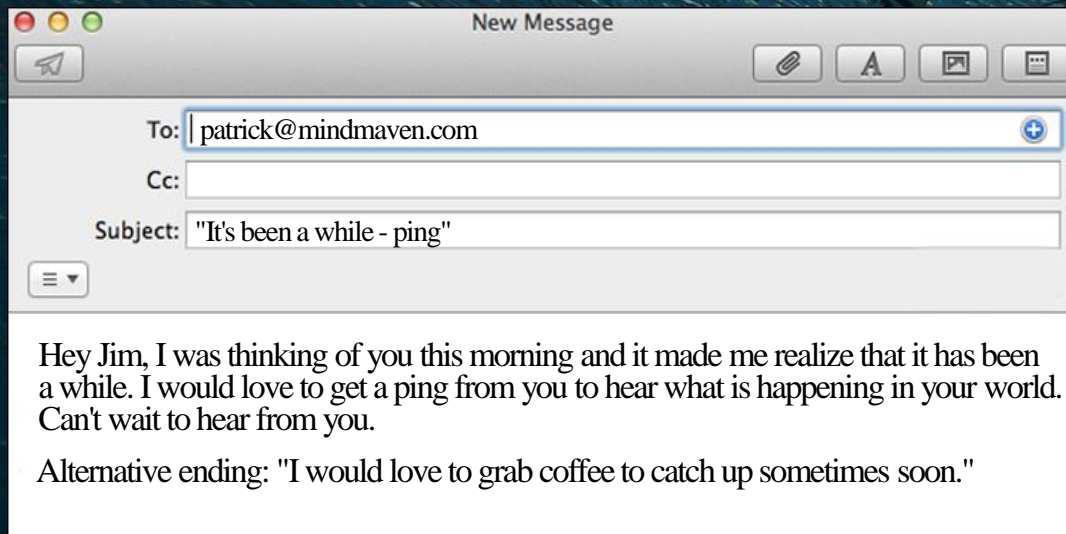


Freebie #1

the CLASSIC

"It's been a while - ping"

- ! You can use this on almost anyone
- ! But only once!

A screenshot of an email client window titled "New Message". The window has a standard macOS-style title bar with red, yellow, and green window control buttons. Below the title bar is a toolbar with icons for sending (a paper plane), attaching (a paperclip), text formatting (an 'A'), inserting an image (a picture icon), and inserting a link (a chain link icon). The email fields are as follows: The "To:" field contains "patrick@mindmaven.com" with a blue plus icon to its right. The "Cc:" field is empty. The "Subject:" field contains "It's been a while - ping". Below the fields is a small menu icon (three horizontal lines with a downward arrow). The body of the email contains the text: "Hey Jim, I was thinking of you this morning and it made me realize that it has been a while. I would love to get a ping from you to hear what is happening in your world. Can't wait to hear from you." followed by "Alternative ending: 'I would love to grab coffee to catch up sometimes soon.'".

New Message

To: patrick@mindmaven.com

Cc:

Subject: "It's been a while - ping"

Hey Jim, I was thinking of you this morning and it made me realize that it has been a while. I would love to get a ping from you to hear what is happening in your world. Can't wait to hear from you.

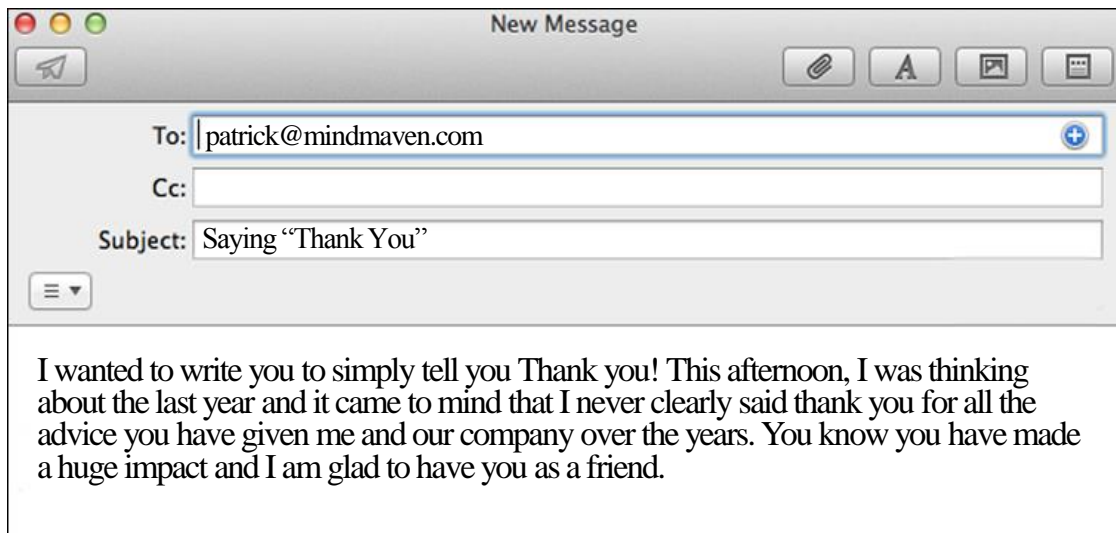
Alternative ending: "I would love to grab coffee to catch up sometimes soon."

**But we do
call it "the
bottomfeeder
technique"**

—•deepen a•— RELATIONSHIP *with Freebie #2*

Saying
"Thank you"

| Saying thank you is one of the most powerful things you can do to deepen a relationship.



A screenshot of a 'New Message' email window. The 'To:' field contains 'patrick@mindmaven.com'. The 'Cc:' field is empty. The 'Subject:' field contains 'Saying "Thank You"'. The body of the email contains the text: 'I wanted to write you to simply tell you Thank you! This afternoon, I was thinking about the last year and it came to mind that I never clearly said thank you for all the advice you have given me and our company over the years. You know you have made a huge impact and I am glad to have you as a friend.'

Thank You!

EXERCISE.

for Freebie #2

Your turn !



Let's see if we can find
someone you're thankful for






Who comes to mind?




—• provide •— **VALUE** *with Freebie #3*

When done right, it will provide more value to the person you are asking than yourself!


New Message

To: 

Cc:

Subject:



Hi Sally, I am wondering if you are willing to help me. I joined Acme Company a few months back and am now in the process of having to build a team. Do you know anyone who I could talk to about how to make great hiring choices?

Can I ask for help?



“If you want to make a friend, ask a favor”

EXERCISE.

for Freebie #3

Your turn !



Let's try asking for help.

Who comes to mind?



—• *build* •— **TRUST** *with Freebie #4*

Apologize

▮ Challenging, but very powerful if utilized correctly



The screenshot shows a 'New Message' window with the following fields:

- To:** patrick@mindmaven.com
- Cc:** (empty)
- Subject:** Apologize

The body of the email contains the text:

Hi Sarah, you know, I just realized that I never really apologized for not having responded to your request a while back. I do care about you and the only excuse I have that life has gotten into my way.



EXERCISE.

for Freebie #4

Your turn !



Let's try apologizing

Who comes to mind?



—• *have* •— **FUN** *with Freebie #5*

Something positive

- | Say something positive to people
- | “If you think something positive, and you genuinely believe, say it.”
- | Live by the rule
- | One of the most positive things you can say is to say “I like you”



—• *that's it* •—
YOU *are good to go!*

It's your turn!

- | If you haven't done it already, go ahead and make use of the freebies.
- | I encourage you to use each freebie twice a week.
- | It's been a while - ping
- | May I say "Thank you"
- | Can I ask for your help?
- | I want to apologize
- | I want to send you a compliment & you know, I like you!



Contact Us

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