

# Tips For Creating Rapport Between You and a Perspective Client

By [Gaye L O'Brien](#)



What is rapport? Rapport is mutual liking with another person. You are much more likely to do business with or become friends with, another person if you like and trust each other.

Developing rapport with others is an important element of having a successful life, as it is easier to network and find out what is going on in the community.

There are several ways to enhance your communication skills.

One way to establish rapport is to consciously exhibit an appropriate facial expression such as smiling and using eye contact. Adopt a suitable posture and display gestures and body language that demonstrates a keen interest in what the other person is saying.

A vital way to interact with another person is to introduce your-self by name and shake the person's hand. Quickly find out the other person's name. Address them by their name to assist with remembering their name as well as to further develop rapport. Everybody loves the sound of his or her own name.

Thirdly calibrate on the person's body language using NLP techniques. This includes observing their eyes. Notice that their eyes will become more focused and dilated as they come into rapport with you. Their lower lip will puff up when in rapport and the hands and feet will darken slightly in colour. Breathing will slow down and become deeper and more relaxed. The skin will become shiny.

Next be aware of using your voice for emphasis. Use pausing to make a point. Make sure the tone is pleasant to listen to and the tempo is smooth and the timbre is melodic. The volume should match

the person with whom you are communicating.

Fifthly feedback to the other person their language including keywords, content chunks, and predicates. The predicates the other person uses may include visual, auditory or kinesthetic words depending upon their learning style. For example a more visual person may use words such as, "I see what you are saying". On the other hand a more auditory person may say, "I hear what you are getting at".

Also use physical space for maximum emphasis. For example sit down if the other person is sitting down.

Lastly adopt pacing using matching and mirroring techniques to copy their body language in a discrete way. Leading the other person using deliberate body and verbal language can be introduced once rapport has been established.

Everybody wants to be in tune with others so the other person won't feel manipulated by the use of these techniques. Top communicators naturally use these skills and tend to use them unconsciously. You now have the opportunity to develop these skills consciously.

Practice these techniques and your rapport with others will be greatly enhanced!

Gaye O'Brien is an NLP Trainer, Coach, Educational Consultant, Author and Speaker. She has authored the book, NLP Essentials for Teachers: The Art of Encouraging Excellence in Your Students. She is also a contributor to the best selling series, Adventures in Manifesting: Healing Within and Entrepreneur Success Stories: How Common People Achieve Uncommon Results.

<http://www.nlpessentials.com>

Article Source: [http://EzineArticles.com/?expert=Gaye\\_L\\_O'Brien](http://EzineArticles.com/?expert=Gaye_L_O'Brien)