

RELATIONSHIP

Hello! – Your Business Relationships Start With a Smile

Of course it is true that you must open communication in order to develop relationships but even before you say hello...

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Of course it is true that you must open communication in order to develop relationships but even before you say hello your ability to connect starts with a smile!

There is an old Chinese proverb that says:
A man without a smile must never open a shop.

Deb Bixler says: *Smile like a tiger and show your teeth.*

When you look people in the eye and smile, you are able to engage them even before you begin talking. Selling really is all about engagement. The ability to connect is the ability to sell.

So, a person without a smile should never start a direct sale business. People are always attracted to happy, positive people. Your smile tells people a lot about what kind of person you are. Attraction marketing.... attracting people who want to do business with you... starts with a smile and is followed by a hello.

Your smile makes people feel good and it also makes YOU feel good. It has been proven that positive thoughts can cause you to smile. If you do not feel happy enough to smile, then think good thoughts.

It has also been show that a smile can create more positive thoughts. So, one creates the other and a happy smiling person will just keep getting happier and smiley-er.

Of course a direct sales consultant with a big smile will also create more engagement which will improve sales and that makes us happy too!

Your business relationships start with a smile and are followed by a hello!



Deb Bixler, Direct sales and marketing trainer, corporate consultant and motivational speaker, has been honored in the **2009 Direct Selling Power 50** and named as one of the most influential direct sellers in the world by the **Women Of Power 2009**. Deb is the **Direct Selling Women's Alliance** party plan adviser.

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