

# The Connection Advantage

15 Habits That Build Trust and Multiply Impact

*"Connection is the energy that exists between people when they feel seen, heard, and valued."*

— Brené Brown

## What Is the Connection Advantage

Connection is not optional, it is essential. It is the heartbeat of leadership, teamwork, and culture. Titles do not build trust. Tasks do not inspire loyalty. But when people feel heard, valued, and respected, they bring their best. That is the Connection Advantage.

## The 15 Essential Hacks for Positive Connections

1. Stop saying you are busy. It signals disconnection.
2. Listen to hear, not to respond.
3. Smile and make eye contact. Use encouragers like nodding or mm hmm.
4. Be present. Your presence is your greatest gift. Put the phone away.
5. Balance your communication. If you talk often, practice listening. If you usually listen, speak up.
6. Bring your best self to every moment, every interaction, every conversation.
7. Let go of false assumptions. Assume positive intent. Do not write someone else's story.
8. Aim for connection, not perfection.
9. Respect different perspectives, especially when they challenge yours.
10. Agree the purpose is learning, not winning.
11. Use a respectful tone. Your tone matters more than your words.
12. Focus on the relationship, not just the task.
13. Be willing to repair. Reconnect after a tough moment.
14. Do not avoid hard discussions. Lean in with curiosity.
15. Be open to being changed by the conversation.
- 16. Bonus. Add your own: What connection hack would you add to this list?**

## Reflection Questions

1. Which of these habits feels most challenging for me right now?
2. Which habit could have the biggest impact on my relationships?
3. Where do I tend to disconnect instead of leaning in with curiosity?

## Action Steps

1. Circle three habits and you will practice for the next thirty days.
2. Commit to showing up with presence and connection in one important conversation this week.
3. Share one of these hacks with someone else and invite them to practice it too.

**Connection Challenge** | Every day gives you the chance to connect with presence and multiply trust. Will you take it?

**Repair Challenge** | After a tough moment, will you avoid or lean back in to reconnect?

**Legacy Challenge** | Every leader leaves a ripple of connection. What will yours be?

**A Closing Reminder.** Positive connections are not complicated:

Show up.

Listen deeply.

Choose curiosity.

Respect others.

Repair quickly.

Spark hope.

When you practice these “connection habits” consistently, you will create results that ripple far beyond the moment.

**Keynote Speaker | Thought Leader | Momentum Maker**  
tim@drtimcrowley.com | 888-727-4573