

Sunil Bali

# Your first date...



Can you remember your first date with your spouse or a partner? Can you remember how you felt?

Butterflies in the stomach, can't wait to see them?

But after while the ardour fades doesn't it, and we don't hang off our partners every word.

This is also true of business relationships so that's why we need to keep it fresh and let our customers, colleagues and loved ones know that we care about them and appreciate them.

In over 30 years of business, I've never come across anyone who has ever told me that they feel over appreciated!

Be it business or personal, if we behave at the end of a relationship as we did at the beginning of the relationship, then the relationship probably wouldn't end.

Research at the Berkeley University of California shows that if you add a little "gr" to your attitude, then it will help to "*find, remind and bind*" you to the people that will enrich your life and help you get the results you want.

The researchers also found that gratitude:

- is expansive as it broadens your thinking and increases perspective which leads to
- increased creativity, better problem solving and

- is contagious and lifts and energizes those it touches - we all prefer positive, enthusiastic people as opposed to members of the BMW Club (bitching, moaning and whining)

So who do you know that needs a hand written note (one of the most effective ways of expressing gratitude) reminding them how you feel about them?

And next time someone is a little prickly and rubs you up the wrong way, remember that you always have a choice how you respond: you can either complain because rose bushes have thorns, or you can be grateful that thorn bushes have roses.

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## About the Author

Sunil is a Performance Coach, Speaker and Author.

Ex Head of Talent for Vodafone Group and Santander, and having run a £50m business, Sunil has been responsible for hiring over 50000 people and has had the pleasure of working with some great entrepreneurs, professionals and leaders.

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