

IT'S THE LITTLE THINGS THAT COUNT

1. Remember their name.
2. Compliment them in public.
3. Pick up the tab.
4. Share the credit.
5. Ask if they're feeling better.
6. Follow up on their purchase.
7. Give a firm handshake.
8. Offer the last piece.
9. Lend an ear.
10. Come in under budget.
11. Confirm it's a convenient time to talk.
12. Bolster their confidence.
13. Pay it forward.
14. Leave your door open.
15. Give up your seat.
16. Show them the ropes.
17. Offer constructive feedback.
18. Pass on something of interest.
19. Offer an alternative solution.
20. Send a congratulatory note.
21. Provide an unsolicited recommendation.
22. Pick up after yourself.
23. Return it on time.
24. Offer without being asked.
25. Confirm the conversation.
26. Call for no reason.
27. Remember your last conversation.
28. Make them look good.
29. Answer them promptly.
30. Do the unexpected.
31. Give your undivided attention.
32. Listen before talking.
33. Steer the conversation to them.
34. Make it win-win.
35. Talk things through.
36. Remember special occasions.
37. Give without being asked.
38. Keep your advice to yourself, unless asked.
39. Arrive early.
40. Accept their advice.
41. Meet them half-way.
42. Don't keep score.
43. Make them feel special.
44. Tell it like it is.
45. Look at them when talking.
46. Exceed their expectations.
47. Show that you care.
48. Reach out if they're in need.
49. Let them go first.
50. Ask if they need anything, to save them the trip.