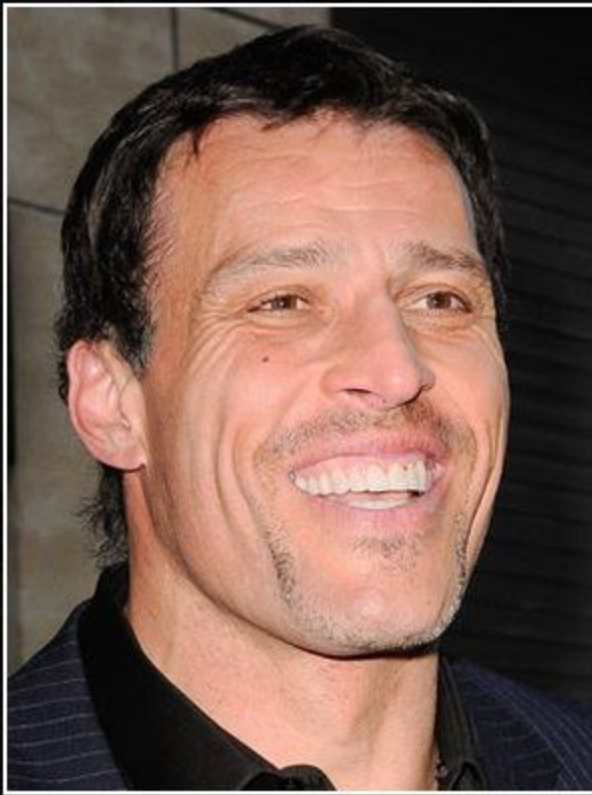




# Building Rapport

# What is Rapport and Why is it important?



Rapport is the ability to enter someone else's world, to make him feel that you understand him, that you have a strong common bond.

— *Tony Robbins* —

AZ QUOTES

# How to Build Rapport

- ◇ SPORTS
- ◇ MILITARY
- ◇ PETS
- ◇ MUSIC
- ◇ COMPLEMENTS
- ◇ ETC...























## Participant

New information exists for this participant.  
[Click Here](#) to confirm information.



Contact Details	Participant Details	Associations	Lien Details
Name: THEREDA COBB-N... Eligible Injured Party			
Insured <input checked="" type="checkbox"/>		Deceased: <input type="checkbox"/>	
Tax ID (9 digits): xx-xxx3291 <input checked="" type="radio"/> EIN <input type="radio"/> SSN		Date of Birth: 4/20/1953	
Involved ID: 01		Refused SSN: <input type="checkbox"/>	
Gender: Female		Date of Death:	
Most Recent ISO:		Cause of Death:	
Participant Information		Injury & Compensation	
Insured Damages <input checked="" type="checkbox"/>			
Marital Status: Married		Hospitalized: <input checked="" type="checkbox"/>	
Dependents: 0		Ambulance at Scene: <input checked="" type="checkbox"/>	
Dependents Under 18: 0		Age at Time of Injury: 0	
Additional PIP/Med Information			
PIP/MedPay Dispute Only: <input type="checkbox"/>			
Lifetime Benefits: <input type="checkbox"/> Reinsurance Eligible: <input type="checkbox"/>			
Additional Information			
Driver State:			
General Comments			
Comments:			

## Involved Property



Involved Property	
Involved Property Details	
Address: 5332 WINDSOR HILLS DR FAIRFAX, Virginia, , 22032-3240 Fairfax	Year Built: 1987
Location Description:	



