URL: https://stvp.stanford.edu/clips/building-meaningful-relationships

Twitch co-founder Justin Kan recommends two strategies for building more meaningful relationships. First, approach everyone you meet with a lens of curiosity rather than an expectation of transactional gain. Second, surround yourself with people whose values and actions you want to emulate.

Transcript

- For me, 00:00:02,223 you know, I spent my whole life wanting like meaningful, deep relationships with people.. You know, when I was a kid, I felt like I was an outsider.. Right.. And so as an adult, I was like, if I just become successful, then it will attract people to me.. And to some extent that's true, but you know, being that people want to you know, wanted to know me or talk to me, like when I was, you know, after becoming successful, they'd invite me to speak at their, you know, technology entrepreneurship class or whatever.. But at the other end of it, like, you know, they mostly want something from you right? Which is a little different of a relationship, not bad necessarily, but different.. And what I learned more recently is like, you know, in the last couple of years is like, oh, I can just have what I wanted, which is deep, meaningful connections with people all along.. If I just am curious about people, like I, if I view people through the lens of curiosity, if I just like talk to them about, instead of just the world ideas or what startups are investing in or building or whatever, if I'm just like curious about who they are as people and view them as someone I can learn from.. And, you know, like, I mean, it's kind of a lame story, but I started doing that and then my relationship got way better? Right.. Like, so I guess my advice for that is, is, you know, it's all about, it's all about developing a genuine curiosity for the people around you..

And do you want to know what's interesting? Is you can learn something from anyone.. Like I, you know, from like the person who's driving you around in an Uber, or like, your your barista at a coffee shop or whatever.. Like there's something to learn from anybody if you just listen, you know? And so like ever since I started adopting that attitude, I like, I feel like my relationships have become just much more meaningful.. The other thing I would say is I've like invested in just, you know, thinking about who are the type of people I want to be more like? You know, and surrounding myself with those kinds of people.. You know, everybody I want to spend time with is somebody where some aspect of their behavior is something that I want to model in my own life.. And I feel like that has improved my relationship with a lot...