The Power of Winning Relationships

Business is Personal and Relationships do Matter

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Relationships Matter

POLL: Cultivating Winning Relationships

A	• I use relationship management concepts all of the time and could teach others.
B	• I think about it but not as much as I should or could.
C	• I have never thought about it.
D	• I'm just hanging out.

Have you been…

Hesitant

Guarded

Blindsided

Four Yes's or Four No's?

1. Can I count on you?
2. Can I depend on you?
3. Do I care about you?
4. Do I trust you?

Three Foundations

- This is a team sport, you are dependent on others for your success.
- You can not high perform alone.
- It is your responsibility to cultivate winning relationships.

Cultivating Winning Relationships ™

"I am **dependent** on these people **for my success.**

Therefore it is in my best interest to ensure **their** success."

Relationship Ecosystem™

The Impact: Ally or Adversary?

Building Engagement: Take a Relationship Pulse Check

1. What's working for you?
2. What's NOT working for you?
3. What's one thing I can do to help your / our success?

How Will YOU Be A Better Ally?

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