



What's Relationshiping, and How Do I Do It?

People First



Who am I?

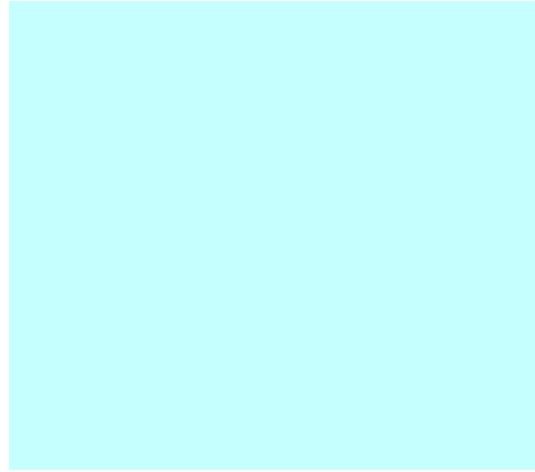
Who are YOU?



Our Favorite People



Two characteristics about your favorite professional relationships





“When you can speak highly of a person or a business because you have a relationship with them, I feel like that is valued so much more than just passing along a business card because you stuck it in your purse.

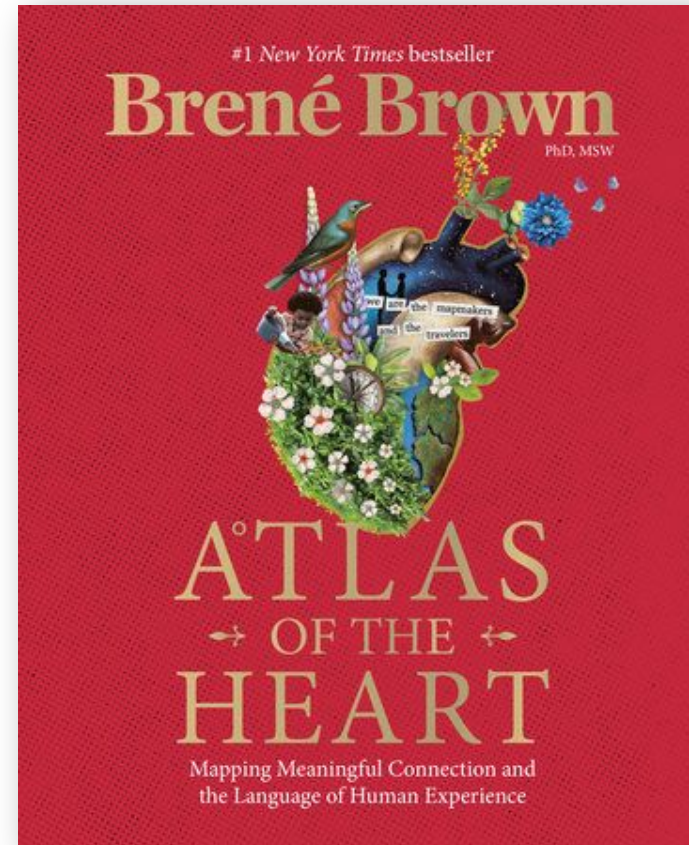
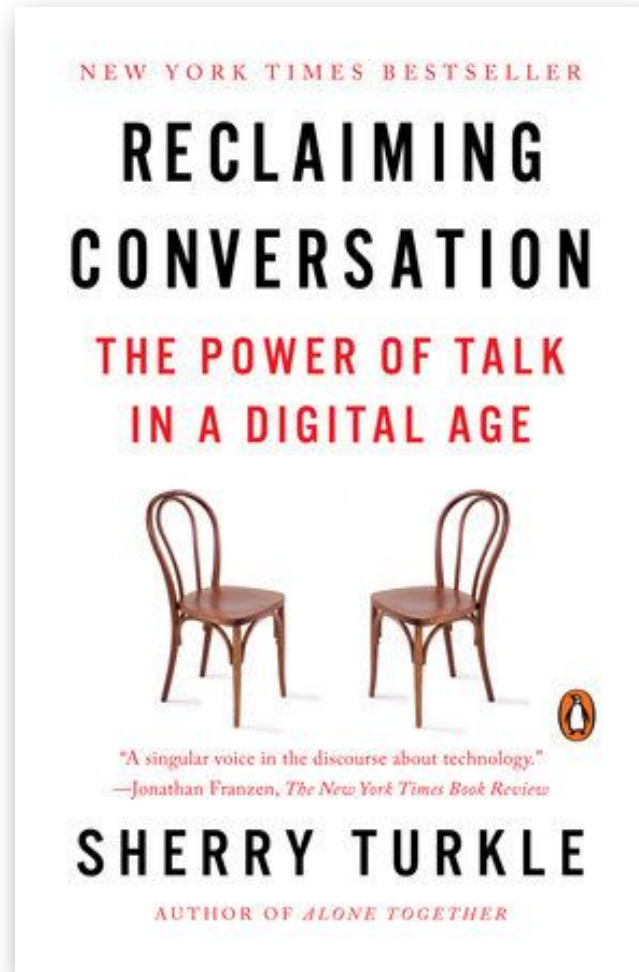
Next time you find yourself stuck in a networking event, find the one person that is just standing out to you and **start a conversation; not strictly focused on work, but about their life, their journey and what the future holds for them, personally and professionally.** I guarantee, you’ll begin to build a relationship with someone and might be excited about what it turns into; might even be your next business partner!”



“The term networking is overused, old, and tired. It is so 1990s.

We have the illusion of connection, but perhaps we have lost something very important in the activity – **the art of building and nurturing true and lasting relationships, which has a significant impact on our personal and professional well-being.**

Do we find that it is more efficient to send a text than to make a call? Do we find it easier to send a quick email rather than to write a letter? **Do we prefer communicating through technology within the safe cocoon of our office rather than personal conversations in the hallway?** When we venture out, do we actively take the time to meet others and, more importantly, get to know them?”



What's Relationshiping?



building and nurturing connections with a
purposeful intent of understanding and serving
others and the greater good





How do I do it?

1. Change Your Intent
2. Be People First
3. Communicate Differently
4. Serve Others
5. Be Humble
6. Express Gratitude

Change Your Intent



Build new relationships when you don't "need" them

WHAT —————→ **WHO**

What Excites You?



What Unexcites You?



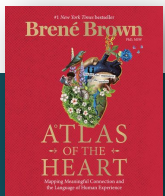
Be People First



People are fascinating with incredibly interesting stories to share.

Stop parachuting into conversations and holding every minute hostage with all the things you're passionate about.

Instead, start getting excited about all the things the person across from you is passionate about.

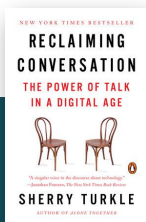
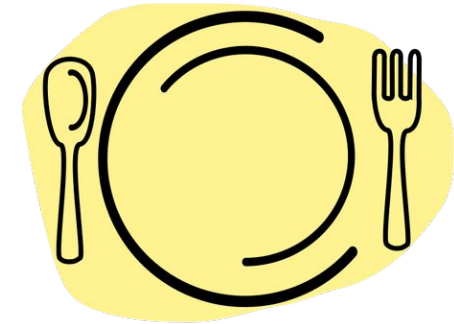


Communicate Differently



Pick up the phone and have a conversation. Write someone a handwritten thank you note. Take every opportunity to be around other people, **whether it is enjoying coffee, lunch, or attending a business conference.**

Then, **check in on people.** In our hyper-active social world, the intentional “wanted to see how you are doing” message with no favor to ask at the end, can go a long way to building a strong relationship.



GREET



EXPECTATIONS



THANKS



RAPPORT

EXPLANATION

Serve Others

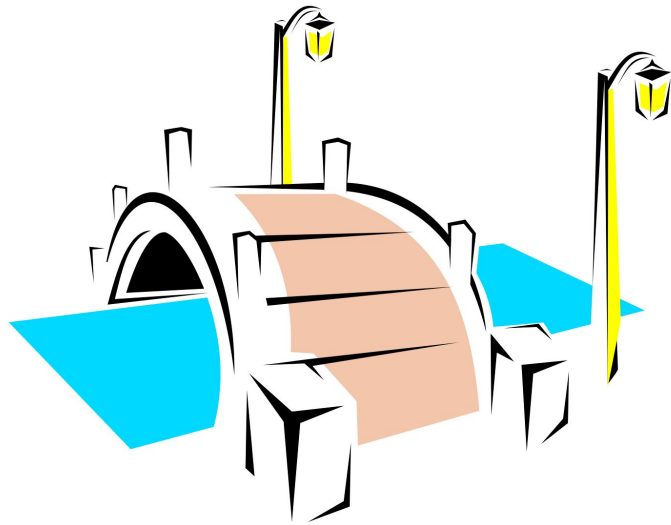


Get out of yourself by putting others first.

Instead of seeking people that can help you, look for people you can help. Not only another person, but extend yourself within the community.

Be a connector.

Think of two people in your life right now who don't know each other, but would benefit from connecting with the other.



Be Humble

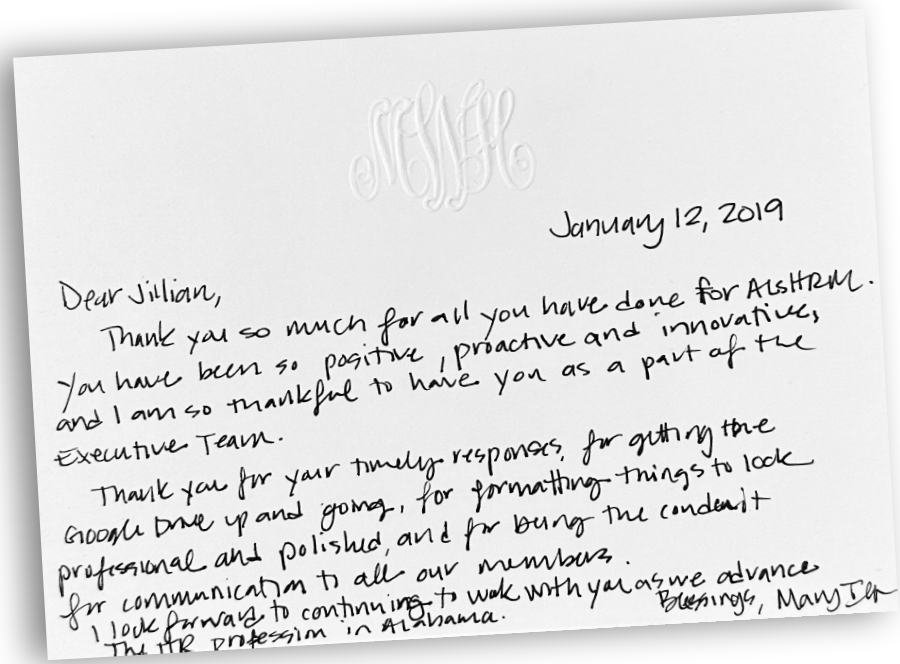


Humility is defined as **doing for others without seeking attention by taking credit for your actions.** This is the most essential element of relationshiping.

A good dose of humility makes us approachable and receptive to others' opinions, views, and support.



Express Gratitude



Acknowledge and sincerely thank those that help you along your journey.

Sometimes the smallest action can make a tremendous difference in the future.

Thank you



We are People First.



How do I do it?

1. Change Your Intent
2. Get Personal
3. Communicate Differently
4. Serve Others
5. Be Humble
6. Express Gratitude

THANK YOU!



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Free resources at horizonpointconsulting.com/whatsup

