



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



before we get started...

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“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.”



“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 – the art of building and nurturing true and lasting relationships, which has a significant impact on our personal and professional well-being.”



What's
Relationshiping?

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





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

Change Your Intent



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

WHAT —————→ **WHO**

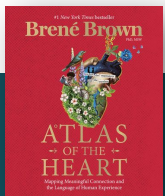
Be People First



People are fascinating!

Stop holding every minute hostage with your own story.

Instead, **listen to the stories of the person sitting across from you** (and be genuinely interested).





Be People First: Practice!



Sharing our personal stories helps us describe who we are and helps us build **relationship**.

Use the worksheet to explain key parts of your story.

Remember, relationships are not about *what* you are but **who** you are.

Telling Your Story

Everyone has a story worth telling.

Sharing our personal stories helps us to describe who we are and helps us get to know one another. This leads to authenticity and inclusivity, which leads to better workplace outcomes.

Use the following blanks to explain key parts of your story - *who you are*. Here are some things to think about:

- What are key memories and experiences from your childhood/youth?
- Who are the major influences in your life? How have they shaped your story?
- What work experiences have you had that have shaped who you are?
- What "Aha!" moments have you had that changed the way you view the world and your role in it?

Remember, this is not about what you are. It is about *who* you are.

Key Story/Moment:

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Be People First: Practice!



In groups of 3, share stories that helps explain **who** you are.

Discuss any common themes and/or distinct differences in your stories.

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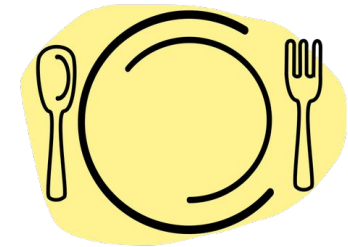
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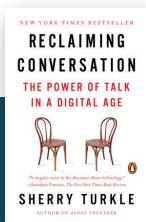
Communicate Differently



Ask someone to lunch or coffee.



Check in on people: The intentional “wanted to see how you’re doing” message with no favor to ask at the end, can go a long way to building a strong relationship.



Serve Others

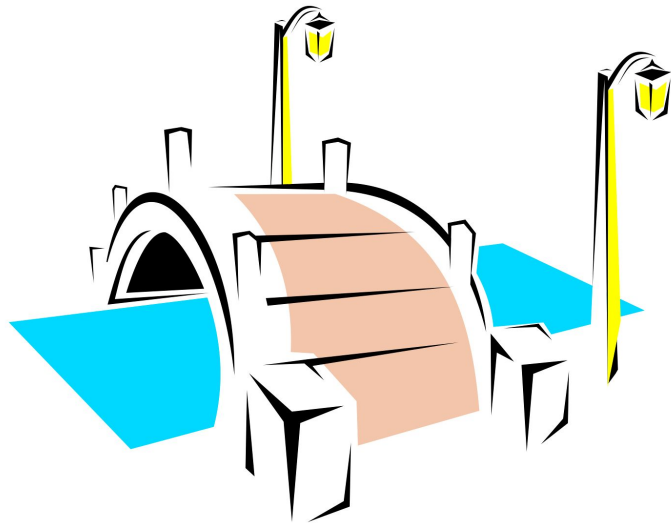


Get out of yourself by putting others first.

Instead of seeking people that can help you, look for people you can help.

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.



Stay Humble

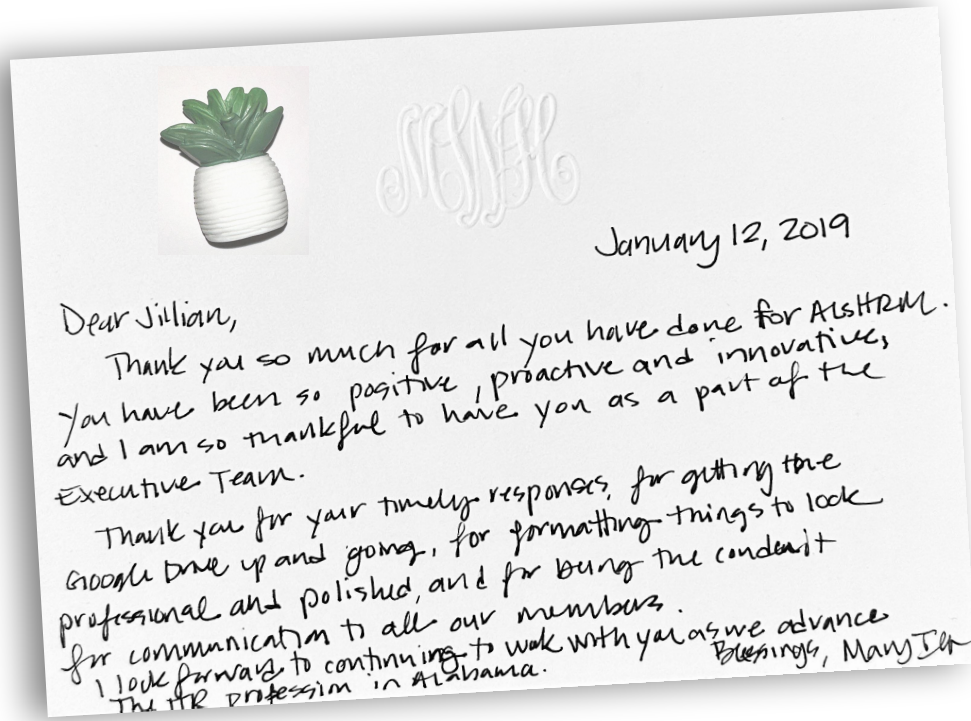


Do for others without seeking attention by taking credit for your actions.

Humility makes us approachable and receptive to other people's opinions, views, and support.



Express Gratitude



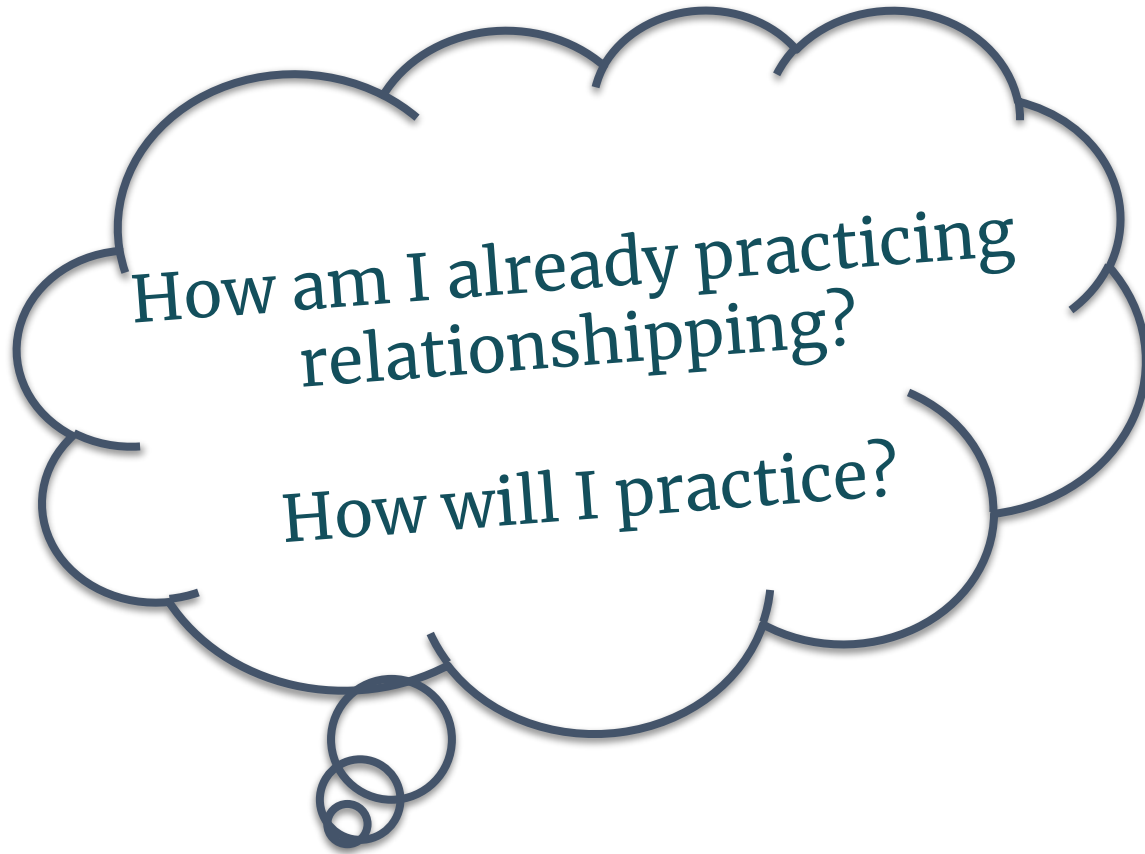
Acknowledge and sincerely thank those that help you along your journey.

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

Consider *The 5 Languages of Appreciation*.

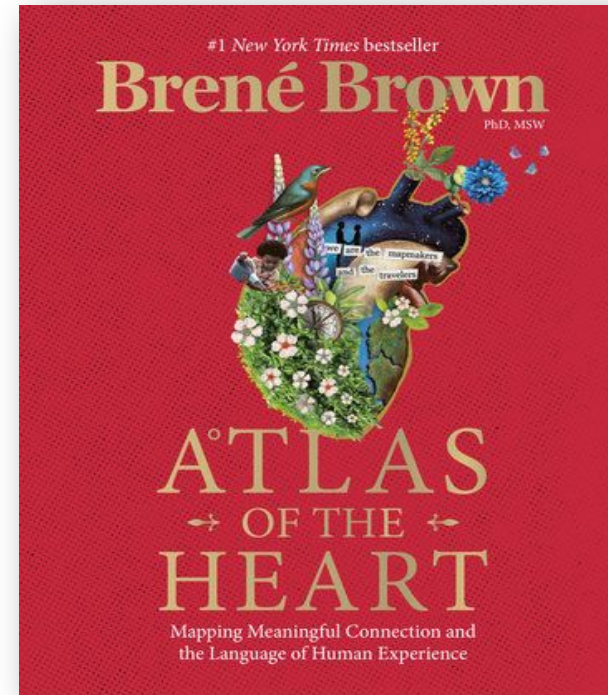
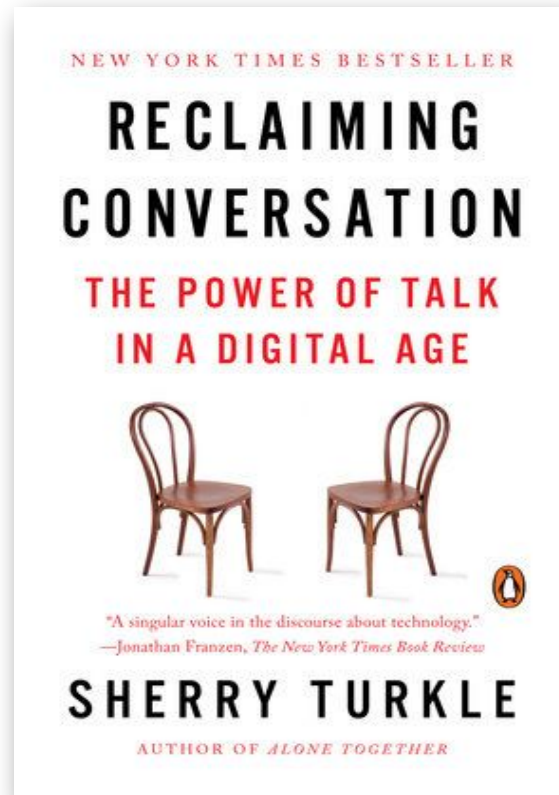


Small Group Debrief



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Reading Recommendations





THANK YOU!

Jillian Miles Massey

jmm@horizonpointconsulting.com

Resources



Free resources at horizonpointconsulting.com/whatsup

