



“Business Relationships...Make them Last Forever!”

3.26.13

What is a Relationship?

The way in which two or more concepts, objects, or people are connected, or the state of being connected.

3 Key Facts about Relationships:

1. Challenging to Develop
 - It's difficult developing new relationships
2. Hard to Maintain
 - Busy schedules make it difficult to stay connected
3. Should not be one sided
 - You should not take, take, take, but add value by giving something back in return

Why Leverage Relationships?

- ✓ Career Growth
- ✓ Mentorship
- ✓ Develop additional Business
- ✓ Corporate Insight



Importance of Relationships

Build

- ✓ Trust
- ✓ Communication
- ✓ Understanding
- ✓ Respect

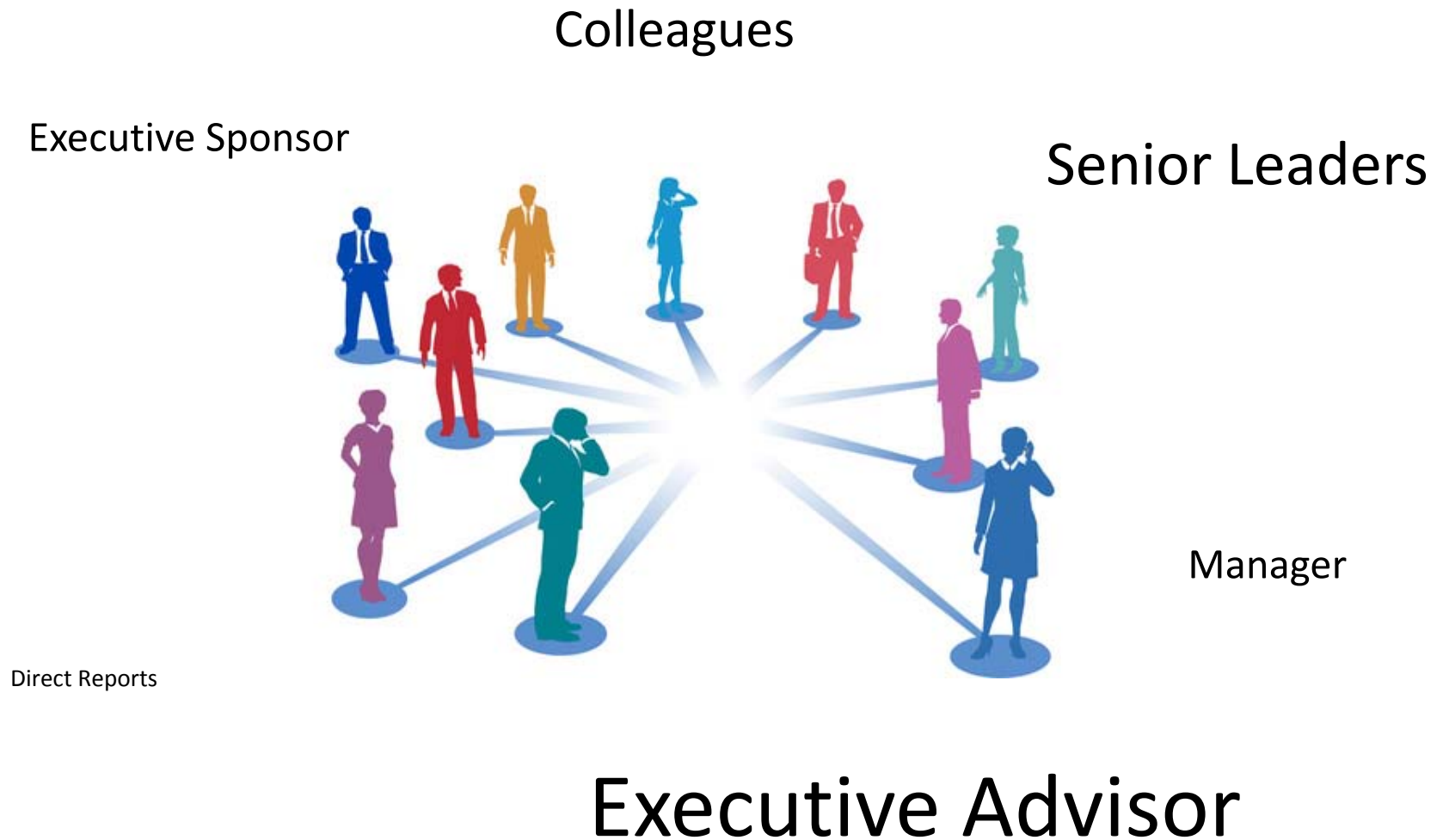
Sustain

- ✓ Responsibility
- ✓ Integrity
- ✓ Support
- ✓ Growth

Improve

- ✓ Change
- ✓ Commitment
- ✓ Forgiveness

Who's In Your Network?



Summary

- ✓ Understand the Importance of Relationships
- ✓ Difficult to Maintain
- ✓ But you can, “Make them Last Forever”

Q & A