

Building Better Business Relationships!

With the Energy, Attitude
and Resilience Of A Four Year Old...
Almost Every Day!

Building Better Business Relationships!

Assumption...

IF *YOU* have a great

Life...Relationship...

Reputation...Anything...

It's **most likely**

YOUR Fault!

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Principle # 1

Humour Helps!

If it isn't **FUN...**

Make it **FUN!**

*What could **you** do, in **your** way,
in **your** space to add some **fun**?*

If it isn't fun...make it fun!



If it isn't fun...make it fun!

Some people are like
Slinkies!

They don't really
have a purpose

BUT they still bring a smile to your face
when you push them down the stairs!

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Principle # 2

Good Intention is
NOT Enough!

It's either a great start

OR

*a lame excuse for
what could have been!*

*Intention is **NOT** Enough!*

WARNING:

No one is judging our good intentions...written copy... mission statement etc...

They judge our behaviour and its impact on them!

*Intention is **NOT** Enough!*

 Intention

 Behaviour

 **Impact**

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Principle # 3

There is
NO NEUTRAL!

We are judged by others as either
ADDING TO OR TAKING AWAY!

*Either Adding To **OR** Taking Away!*

Why would **anyone** want to have a **quality** relationship with **you**?

How do you ADD To...?

What problems do you solve for your
“**customers**” each and every day?

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Principle # 4

Get FEEDBACK!

*Who has **permission**
to tell you...
what you can't see
for yourself?*

Get *FEEDBACK*...

REMEMBER...

*IF there is integrity in
your intention...*

*you willingly modify your behaviour to be
congruent with your intention...*

Think



1st Date



Mentality!



Integrity in Intention... OR NOT!

Our ***BEHAVIOUR*** and
its ***IMPACT...***

(not our intentions)

over time... will either

**PROMOTE US OR
EXPOSE US!**