



Don't Be a "Swipe Left!"

Relationships can be hard work.

Especially, *business* relationships.

Business relationships are *not* about romance or chemistry or dating - the easy stuff, right? ;-)

They're about credibility, and earned respect and 'what have you done for me lately?'

As a member of the L&D community, building strong work relationships is a non-negotiable.

Strong relationships are like pavers beneath your feet that help you navigate the organization. especially during stormy times!

How do you go about building these strong relationships?

First, don't expect your work colleagues to seek *you* out.

You've got to meet them where they "live." Not only *physically* meeting up with them on their turf but also plugging into their business.

Second, ask them questions like, "How is your department doing meeting this year's/quarter's goals?" or "What do your people need to do better to achieve these goals?" or "How is what's happening in the marketplace affecting your team?"

Questions like these (and remember to *really* listen to and process their responses) help demonstrate that you are an ally, a partner and a strategic resource. *Exactly who you want to be* in order to gain their trust, support and establish credibility!

For more information on building strong business relationships, click on the following great resources we have handcrafted especially for you:

Be A Marketing Maven! Growing Champions of Training

60 min. Training Essential Mini
December 5, 2018

Certified Performance Consultant

Four, 3-hour virtual sessions
November 6, 8, 12, 14, 2018

Certified Training Manager

Four, 3-hour virtual sessions
April 2, 4, 10, 12, 2019

Certified Training Coordinator

Four, 3-hour virtual sessions
October 16, 18, 22, 24, 2019

Go form those partnerships and make your work relationships work for you!

Cheers,

Team M&M
Maria Chilcote & Melissa Smith
Managing Partners



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