

Building Relationships

The Meet Up

? Why Learn About Others ?

To target your actions on how you foster the relationship

To have deeper and more meaningful conversations

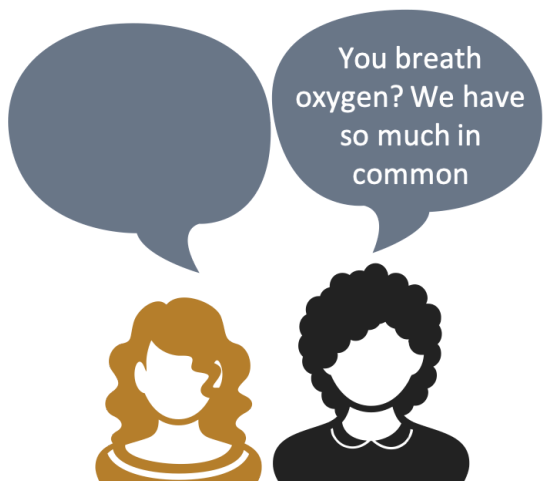
Three Ways to Meet Up

The Conversation



The Bump

Stay Connected



The Conversation

- Find 3 things you have in common
- Go deep enough to find out what they are passionate about

The Bump

- Listen for ways you can help
- Exchange contact info and agree to follow-up



Stay Connected

- Use technology
 - LinkedIn
 - email & text
- Record/remember the 3 things you have in common



Key People To Connect With

- Your peers – where you are now and think like you
- People where you want to be
- People that don't think like you
- The ones that used to be you