

Building Business Relationships

Hi, Let me
introduce myself &
Resiliency = what &
why Relationships
we need



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Maslow's Hierarchy of Needs



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Why does this matter?

HUMANS



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Important Relationships

Mentor

Success

Coach

Accountability

Cheerleader

Motivation

Friend

Vulnerability



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Mentors - Success

Don't ask a
stranger.
Be genuine and
likeable.
Nurture the
relationship.
Have passion.

Follow their work,
support it.
Are you open, eager,
resilient, respectful.
Follow through & up.
Offer support.
Be driven & willing to
put in the work.

Would you
mentor
yourself?



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By whom would you like to be mentored?



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Coach - Accountability

And so much

more. Get unstuck, out of your head,
and motivated
challenges you

Builds Confidence

Understands your
priorities



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Why are athletes & high
level execs typically the
ones who have
coaches??

Coach - Accountability

Types:

Life – personal growth

Health – body,

mind & soul clarity &

Business – goal setting thoughts

vs emotions

Which focus is
right for you?



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What are your goals? Which type of coach is right for you?



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Cheerleader - Motivation

Optimistic

See past the
obstacles

Energetic

Reminds you of everything you
have already accomplished



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Who in your life can fill this role?



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Friend - Vulnerability

Allows you to feel
the feels where
this is where
connection matters
Picks you up
Keeps you grounded



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Who are the people you trust?



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Thank you



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