



IMPOWER

Savvy Relationships: Expanding Your Influence and Increasing Your Impact

Relationship Builders use their networks to collaborate and influence successfully to drive results

A Simple Model for Influence

- Assess your Relationships
- Determine Key Goals / Priorities
- Leverage Reciprocity
- Use Start, Stop, Continue Model for Clear Communications



Strong Networks Give You Access to:

- Information, Advice & Ideas
- Skills & Resources
- Position Opportunities

Source: Harvard Business Review

SUCCESS STRATEGIES

- Be intentional
- Identify “what” then “who”
- Ask for SPECIFIC coaching, advice, feedback, ideas
- Expect reciprocity: look to learn and add value
- Increase your influence through positive interactions

“It’s not WHAT you know, it’s who KNOWS you know.”

—Jean Otte, Founder, WOMEN Unlimited

BUILDING YOUR SPHERE OF INFLUENCE

- How does your CURRENT Network support your Career Vision and Goals?
- **Strategic Alliances:** A professional network that is the result of intentional and strategic design.



YOUR PERSONAL BOARD OF DIRECTORS



DEVELOPING YOUR LEARNING AGILITY AROUND BUILDING RELATIONSHIPS

Great mentors and “strategic alliances” are closer than you think... IF you have the attitude and openness to recognize and build developmental relationships.

Focus:

- Look to LEARN!
- Be Curious

5% of the people in your organization hold 30% of the relationships