

BUILD YOUR NETWORK OF STRATEGIC PARTNERSHIPS

CONCEPT

Your next customer, mentor, or career opportunity could be one relationship away.

WHY this tool works:

Effective networking relies on contributing value to the relationship. This tool helps you strategically consider how to invest more deeply in your connections.

RESULTS

You'll become more effective and productive as you invest in relationships that help you to grow.

RELATIONSHIPS

Networking is all about building relationships and helping one another over time.

WHEN to use it:

Networking is all about building relationships and helping one another over time.

BUILD YOUR NETWORK OF STRATEGIC PARTNERSHIPS

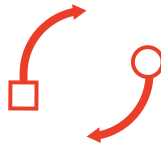
A mentor who will challenge me and tell the truth.



A sponsor who advocates for me and supports my career.



An Encourager



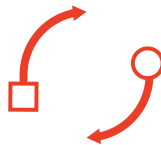
An Advocate

A Challenger

MY NETWORK OF
TRUSTED STRATEGIC
PARTNERSHIPS

A Technical Advisor

Key Stakeholders



Key Stakeholders

People I'm Helping to Grow (Beyond Direct Reports)

QUESTIONS TO CONSIDER:

What's their MIT?

What else matters to them (see Creating Connections worksheet)

What's challenging/frustrating them?

How do we best communicate?

What do they need from me?

What do I need from them?

CREATING CONNECTIONS

Create Winning Well Connections with Team Members, Colleagues, and Peers

PEOPLE

BIG DREAMS

MOTIVATORS

WINNING WELL

FEARS

WHAT MATTERS MOST

IMPORTANT DATA

DO FOR FUN

For more on creating connection with your team, see *Winning Well* chapter 12