

Building & Sustaining Relationships

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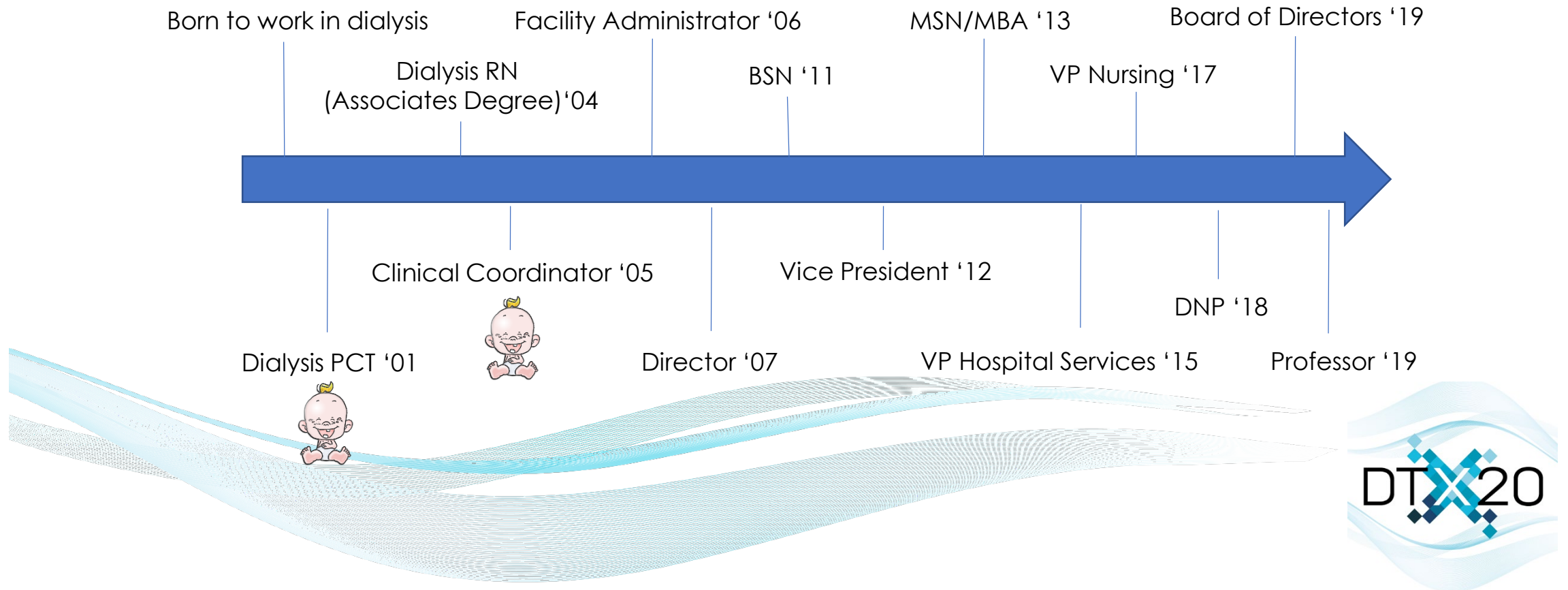
About me



Born to work in dialysis



About me



Know Your Worth!

YOUR LIFE HAS
PURPOSE. YOUR
STORY IS
IMPORTANT.
YOUR DREAMS
COUNT. YOUR
VOICE MATTERS.
YOU WERE BORN
TO MAKE AN
IMPACT.



Relationships Top 10

1. Build 'em before you need 'em
 2. Maintain confidence
 3. What's in it for me?
 4. Clear & concise communication
 5. Follow up on everything!
 6. Solicit input
 7. Delegate (& ask for help)
 8. Get on calendars
 9. Network
 10. Bring unique knowledge
- Bonus: Be likeable



Build 'em before you need 'em

- Think of someone you would do a favor for
- Do you already have a relationship with this person?
- Let's do an experiment



Maintain confidence

- Think of someone you trust with all of your heart
- Who is someone you do not trust?
- According to Psychology Today, the #1 reason relationships fail is loss of trust



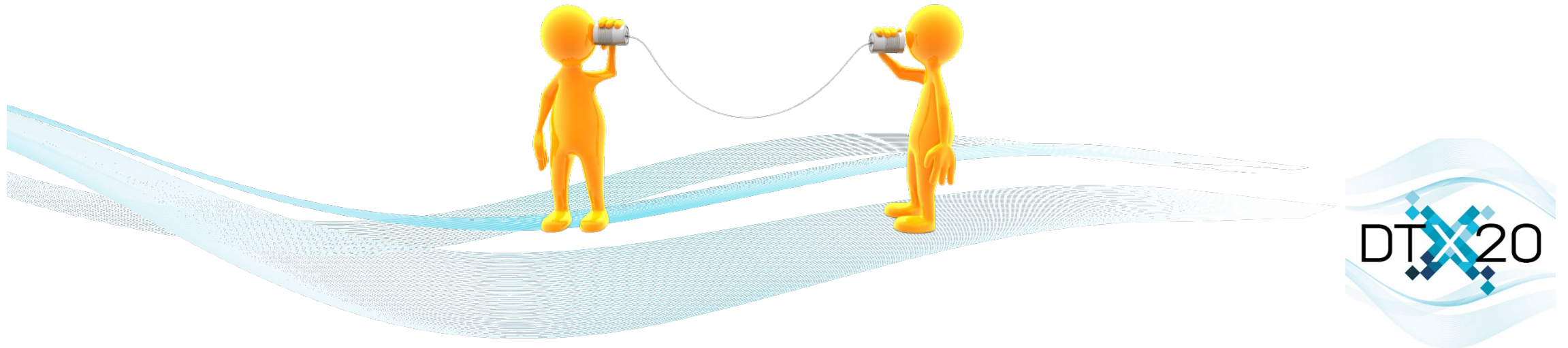
What's in it for me?

- Definition of relationship: The way in which two or more components are connected
- The advantages of relationships may not always be obvious
- Answer this question for others



Clear & concise communication

- The average person hears between 20K and 30K words per day
- First impressions become lasting impressions in 7-30 seconds
- Make your communications count!



Follow up on everything

- Create a system
 - Email yourself
 - Keep a notebook
 - Use smartphone
- Remind the recipient that you are following through on a commitment



Solicit input

- People naturally love to offer input
- And, they now have a stake
- “Everyone you will ever meet knows something that you do not know.” -Bill Nye



Delegate (and ask for help)

- Let others decide how busy they are
- Shows trust and faith in capabilities
- Create opportunity to thank others, and repay the favor!



Get on calendars

- Determine frequency you prefer to have access to the individual
- Pre-schedule the time
- Always easier to cancel than to find time in a pinch!



Network

- Have you ever thought to yourself – “I really know way too many very smart, helpful, and wonderful people?”
- Of course not! 😊
- Intentionally create a network of people to exchange knowledge with



Bring unique knowledge

- Learn from external organizations and associations
- Tailor to relevant circumstances for the others
- Position yourself as a unique contributor



Bonus: Be likeable

- Show gratitude
- Highlight others' strengths
- Turn “I could” into “I did”. Rinse and repeat.
- Kittens & puppies



Questions?

