

Prioritizing Positive Relationships



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Ask yourself....

- What are my goals?
- What skills do I want to obtain?
- What skills or ideas do I have to offer?



Ask yourself....

- Do I have a strong support system?
- Am I surrounding myself with uplifting people?





**Building & Maintaining
Relationships**

Building Relationships

- Introduce yourself!
 - Bring business cards with you everywhere
- Be open minded
- Build trust & mutual respect

“If you believe business is built on relationships, make building them your business.”

-Scott Stratten

Building Relationships

- Try something new!
 - Volunteer
 - Join a network and attend conferences
 - i.e. AWN, AALP
 - Join a mentorship program
 - Join a community team

One genuine new relationship is
worth a fistful of business cards.

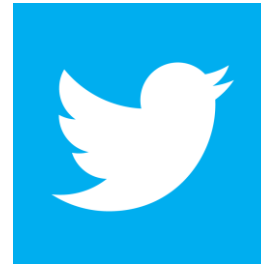
— *Susan Cain* —

Maintaining Relationships

- Learn their communication style

- Keep “regular” contact

- Pick up the phone
- Don’t pester but check in



- Celebrate achievements



Maintaining Relationships

- Ask their opinion
- Be open to criticism
 - Learn from your mistakes
- Focus on a “two-way” relationship
 - Ask yourself what you can offer not just what you can get out of the relationship
 - In addition to taking feedback learn to give it



Negative Relationships

- What should you do if there is negative relationship in your life?



Managing Negative Relationships

- Empathize and offer help
- Ignore negative comments
- Reduce contact
- Surround yourself with positive people!



Once You Let
Go Of
Negative
People,
Positive Ones
Appear.