The Relationship Principles

1  Build your network before you need it.
2  Become truly distinctive at something.
3  Be enthusiastic and passionate about your work…and everything else you do.
4  Be generous with your time and wisdom, and help others with no expectation of receiving anything in return.
5  Start a relationship by having an interesting conversation together, not by showing how brilliant you are.
6  Ask yourself, “How can I help? Does this person have a particular interest, need, or goal I can add value to?”
7  Focus on the person—on following him or her throughout an entire career—not the position.
8  Be authentic. If you’re introverted, be comfortable about it; if you’re extroverted, be that way all the time!
9  Cultivate your own interests so that you are interesting to others.
10 Be genuinely interested in others: “You will be more successful by being interested in others’ success than by trying to get them interested in your success” (Dale Carnegie).
11 Assume positive intentions in others’ actions.
12 Give some trust to start the trust-building process.
13 Exemplify the 4 dimensions of integrity at all times: honesty, consistency, reliability, and discretion.
14 Be seen as part of your client’s growth and profits, and they’ll never get enough of you. Be seen as a cost and you’ll be easily cut.