

Relationship Building Strategies

01



Communicate Positively

- Actively listen
- Communicate openly, honestly, and often
- Ask about their needs and concerns
- Use positive body language

02

Be Curious

- Take time to socialize
- Learn about them as a person
- Show an interest in their loved ones
- Ask about their past



03



Find Connections

- Share stories
- Share about yourself
- Find common interests
- Participate in activities they enjoy

04

Be Professional

- Always do what you say you will do
- Be knowledgeable and confident
- Match what you say and do to their knowledge/culture/lifestyle
- Establish clear expectations early



05

Be Respectful

- Be genuinely caring, kind, and positive
- Treat them with dignity and respect
- Be patient
- Allow them to make decisions

