

A high-angle photograph of a group of approximately ten people in professional attire networking at an event. The scene is dimly lit, with shadows cast on the wall behind them. The individuals are engaged in conversations, some holding drinks. The overall atmosphere is one of professional collaboration and networking.

@AndyLopata

**Connected Leadership
The Power of Professional
Relationships for the 21st
Century Leader**

“The intellectual and social currency that a leader brings to their business will produce greater results than purely financial currency”

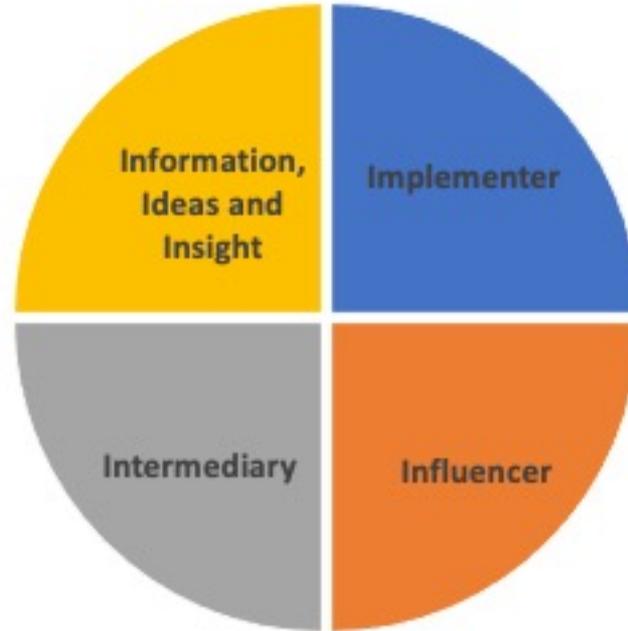
*Phil Jones
Managing Director,
Brother UK*



The Power of Professional Relationships

- A strong network of individuals IN A POSITION to help and support you
- Strong relationships with those individuals so that they WANT to help you
- Clarity of message and a willingness to ask so that they ARE ABLE to help you

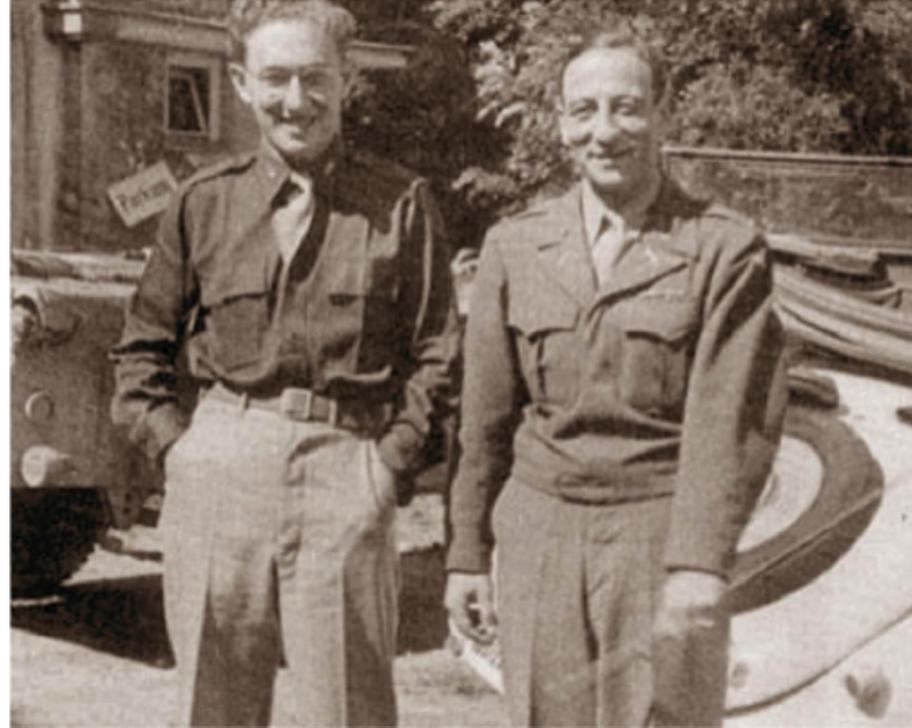
Building Your Professional Relationships

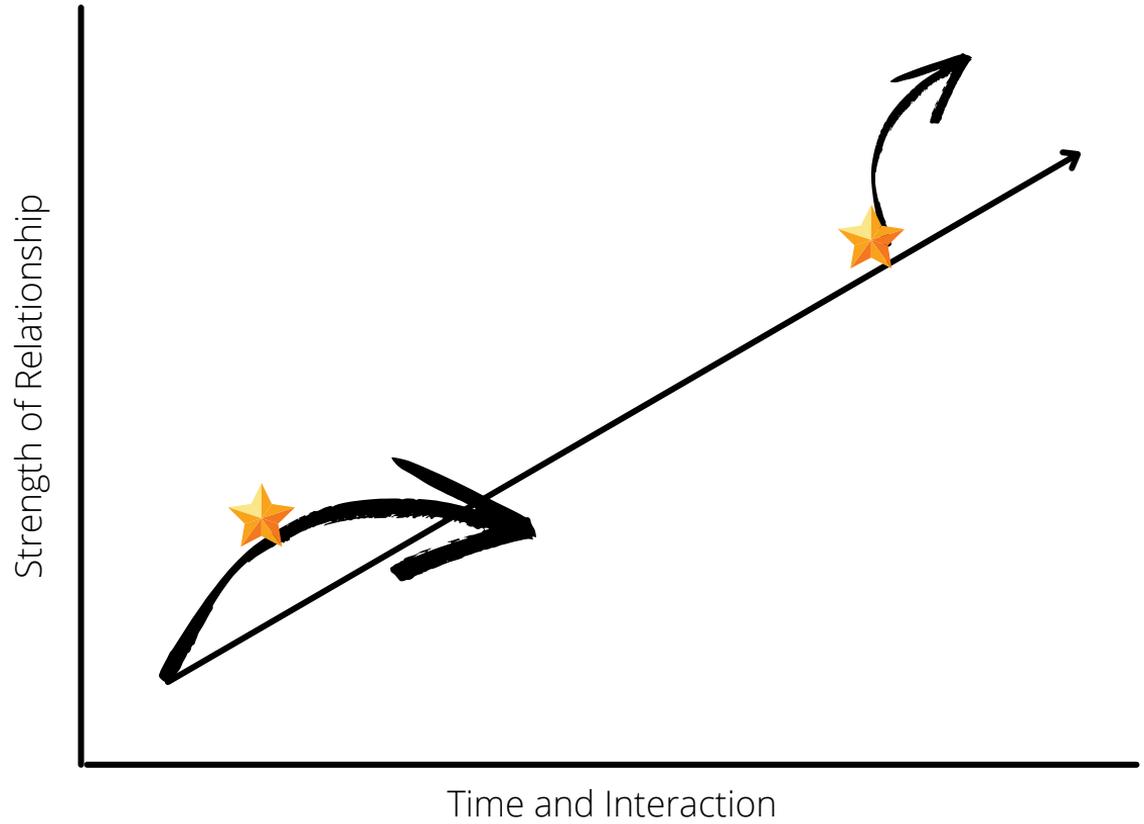


“You are beginning to behave in a way that is no longer human and people who admire you are starting to regard you as cool, perhaps even cold

You see too many ‘important’ and not enough ‘real’ people.”

**Fritz Kraemer to
Henry Kissinger,
1958**

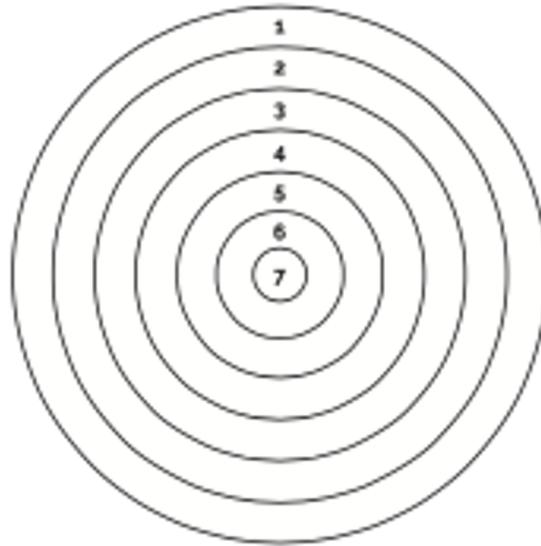




★ Point of asking for the sale/referral/help

Nurturing Professional Relationships

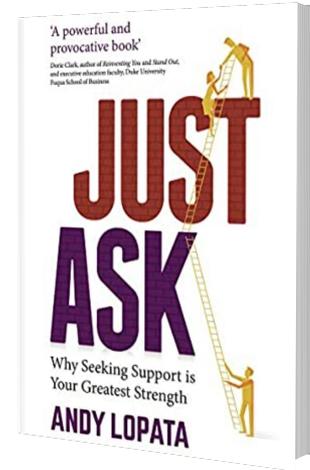
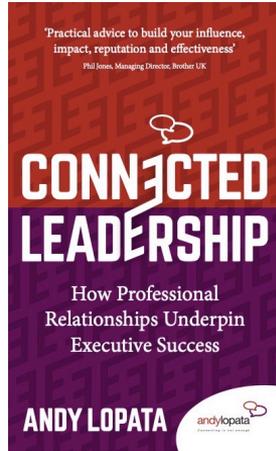
The Structure of a Network



1. *Recognise*
2. *Know*
3. *Like*
4. *Trust*
5. *Support*
6. *Advocate*
7. *Friend* (moving into your personal network)

The Power of Professional Relationships

- People are IN A POSITION to help you (Build)
- People WANT to help you (Nurture)
- People are ABLE to help you (Leverage)



Lopata.co.uk/csconnected

Connectedleadership.scoreapp.com