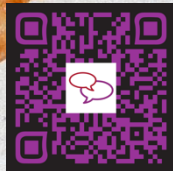


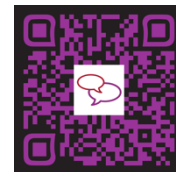
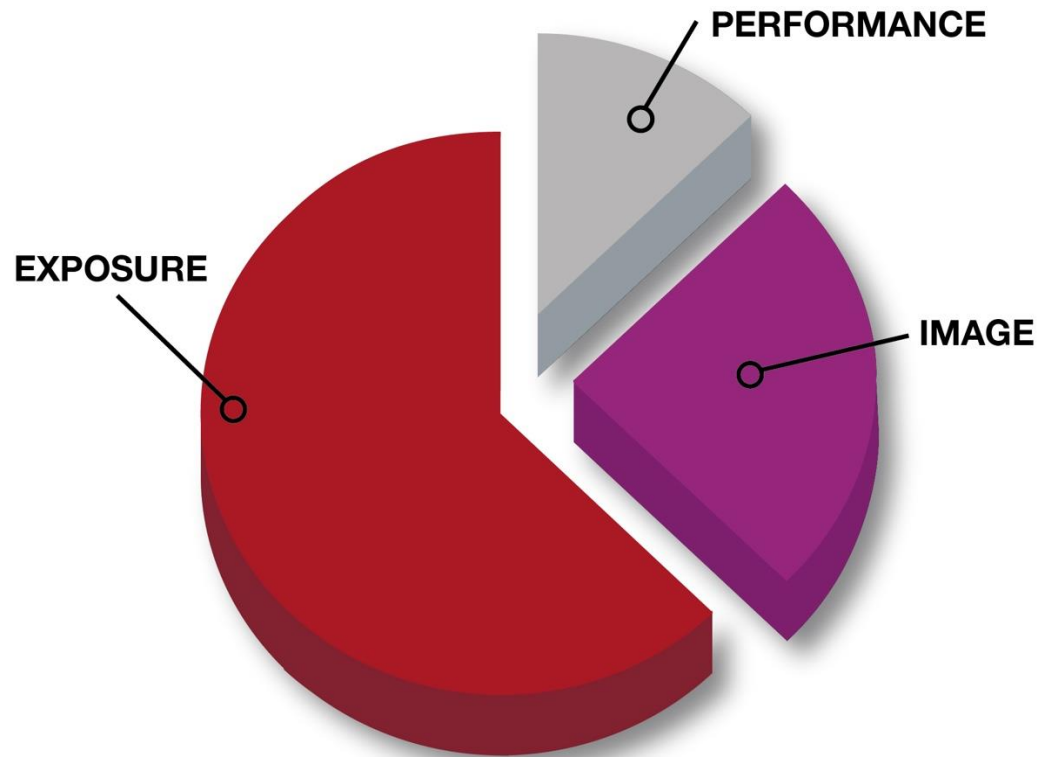
The Power of Professional Relationships

@AndyLopata

Harrods Retail Academy







- A network of professional relationships with people *in a position* to help you
- Strong enough relationships with those people so that they *want* to help you
- A clarity of message and willingness to ask so that people *know how* to help you





Blessed are they who give
without remembering and receive
without forgetting.

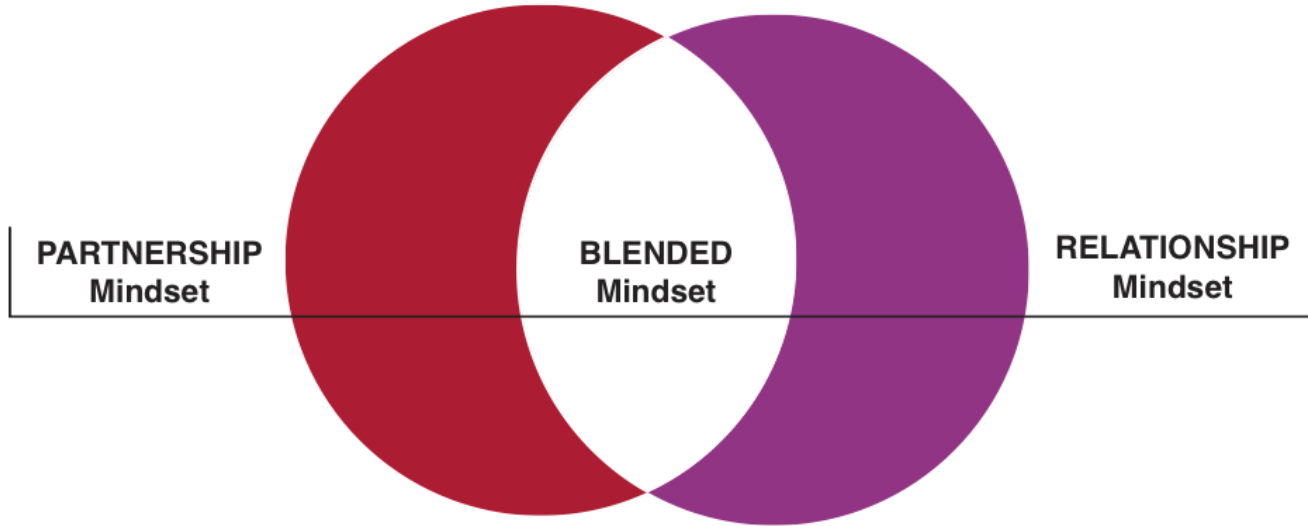
Elizabeth Asquith Bibesco



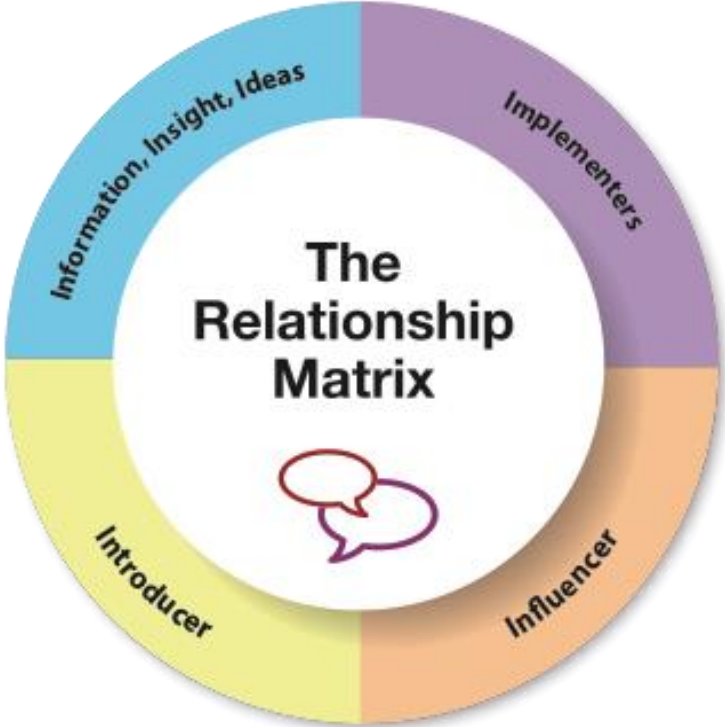
Building Your Professional Relationships



Getting the Balance Right



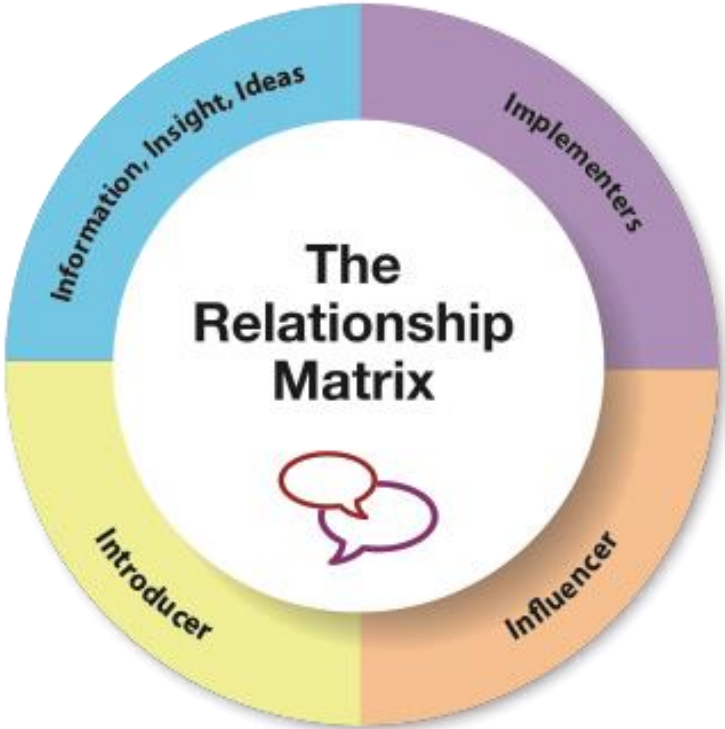
Building Your Professional Relationships



Six Degrees of Separation



Building Your Professional Relationships



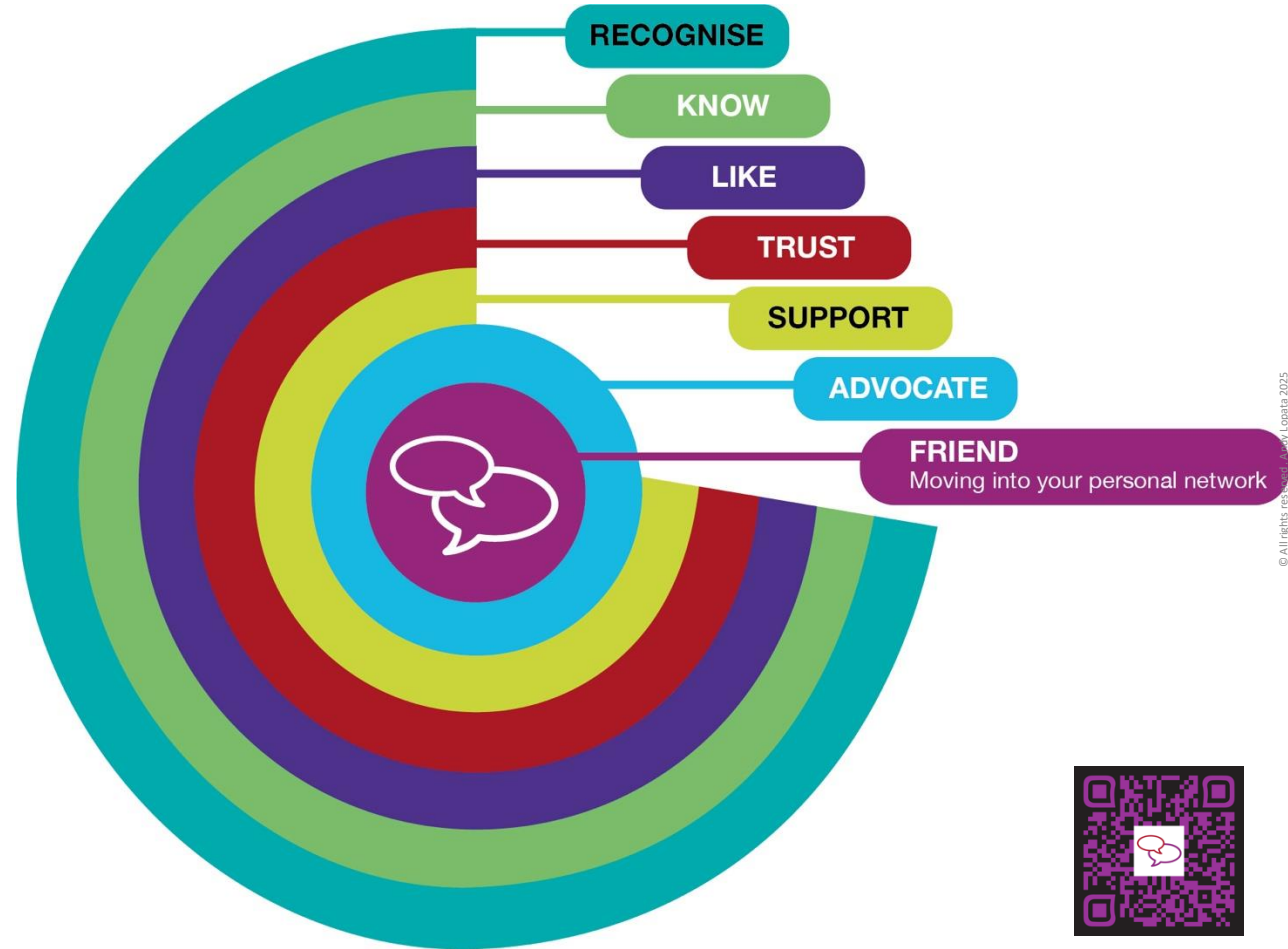
Nurturing Professional Relationships

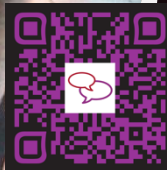




Nurturing Professional Relationships

The Seven Stages of Professional Relationships





1

Trust in You (Personal Trust)

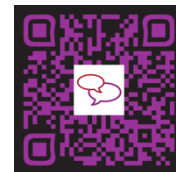
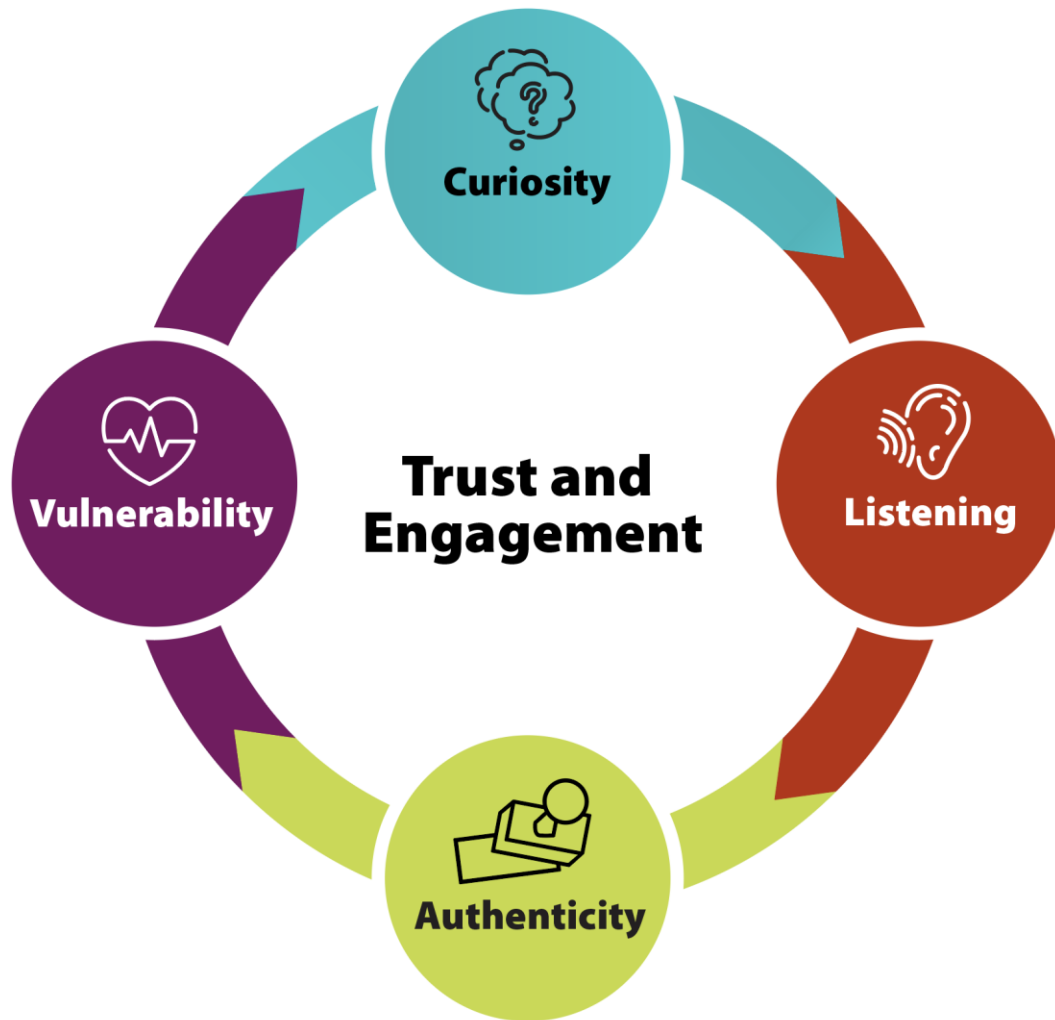
2


Trust in your Product/Service

3

Trust in your Brand







Where did you go for your
holidays last year?



Leveraging Professional Relationships



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Don't be a burden

Don't be vulnerable

Don't assume



Leveraging Professional Relationships

Making it easy for others to help you



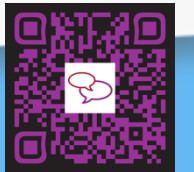
What help do you need to achieve your next career goal?



- Who across the company or beyond do you need to build a deeper relationship with?
- Whose role and challenges do you need to better understand?
- What help do you need to ask for? And can you offer?
- Who are you going to approach after today?

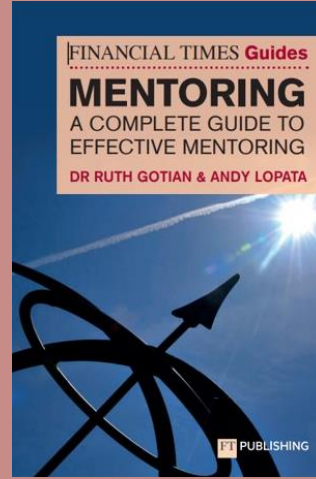
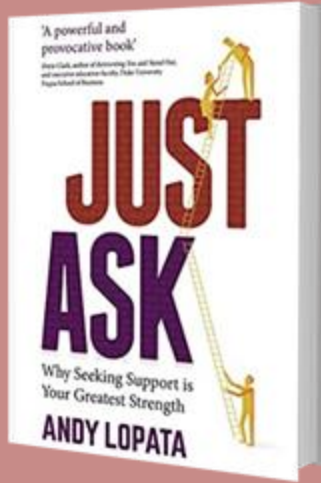
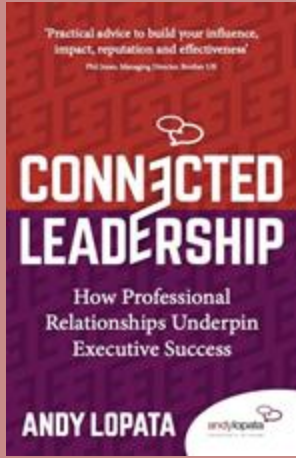


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Further resources to support this presentation are available at lopata.co.uk/HarrodsRA

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