

Building Enduring Relationships

To create enduring connections and long lasting relationships you need to regularly assess what you are doing on a daily basis to make sure your connections thrive and flourish. Based on the book, “Get Along with Anyone, Anytime, Anywhere ... 8 keys to creating enduring connections with customers, co-workers even kids” by Arnold Sanow and Sandra Strauss, www.getalongwithanyone.com here are 12 questions to ask yourself:

- Are you making good connections a daily priority?
- Do your words and actions usually prompt positive responses from others?
- When problems do arise, do you seek solutions that hold the greatest possibility of satisfying mutual needs?
- Do you claim your fair share of mistakes, misunderstandings, or other misbehaviors and seek to repair them? Remember the 6 most important words in the English language are “I admit I made a mistake”
- Do you constantly monitor what’s important to people in every arena of your influence and explore ways to honor those needs?
- Can people count on you? Do you keep your promises?
- Does every member of your family know how much you care and value them? If yes, how do you know for certain? If you’re not sure, what might you do to demonstrate how much each family member is valued, appreciated and treasured?
- Do your business associates, friends and others realize how much you appreciate their talents, friendship, support, and investment of their personal energy? What are some ways you might acknowledge how much you value them and their contributions?
- Have you experienced a “falling out” with someone, resulting in unfinished business? If so, what might you do to repair, heal or restore it?
- Are you holding a grudge or resentment toward anyone? If so, how is it serving your best interests? How long do you want to stay connected to that experience? What conditions make it difficult to forgive those involved and let it go?
- Is there any relationship that’s not working as well as you’d like? What might you do to improve it?
- Do you have a special way of adding your personal signature of uniqueness to your working relationships-special things you do to create good feelings with your colleagues and customers? If not, how might you add your own special signature for creating an enduring impression? What might further fortify your unforgettable nature that reinforces your values?
- What legacies are you creating in your personal relationships that reflect and reinforce your character and your values? How do you want people to think of you, and are your actions supporting that perception?

Arnold Sanow, MBA, CSP is a speaker, seminar leader and author/coauthor of 5 books to include, “Get Along with Anyone, Anytime, Anywhere ...8 keys to creating enduring connections with customers, co-workers .. even kids” www.arnoldsanow.com or speaker@arnoldsanow.com

