**LEADERSHIP SKILL:**

**EXPANDING RELATIONAL LEADERSHIP**

**1. FOCUS ON OTHERS**

* What do you know about the person in front of you?
* Their Needs
* Their Expectations
* Their Motivations
* Their Attitudes
* How can I value the person in front of me?
  + Use their name
  + Employ active listening
  + Appreciate their perspective
  + Recognize their strengths

**2. TAKE INITIATIVE**

* Move toward the other person
* Speak first

**3. CREATE CONVERSATIONS**

* Make eye contact and smile
* Ask questions that invite conversation
* Be ready to share about yourself

***The business of business is relationships;***

***the business of life is human connection.***

**Robin Sharma | Leadership Expert**