



PARTICIPANT WORKBOOK HANDOUT

MODULE 3

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Published by MarketSmartz Books, Kansas City, MO

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Module Three: Relationships vs. Networks

Exercise 1: Relational Self-Assessment & Discussion

How do you feel about the process of creating, nurturing, or expanding relationships?

Where do you excel in building relationships?

Where do things tend to fall apart? Do you struggle to create, nurture or maintain relationships?

What do you feel will be most difficult for you in addressing areas where you can change attitudes or improve skills and behaviors?

Make a list of 3 specific obstacles to your success based on attitudes you have about the process, skills you need to improve, or behaviors you suspect need to change. How can your accountability group help you overcome obstacles to your success?

Obstacles to Success:

- 1.
- 2.
- 3.

Key Recommendations:

The biggest problem we see amongst those we coach is nurturing. Why? It is the area of biggest inconsistency that most people struggle with. The problem tends to stem from not understanding what nurturing is or how to do it properly. The primary reason people do not nurture relationships is the notion that a phone call to check in or to say hello is “bothering” the person or self-serving. The exact opposite is true!

While we encourage you to focus on professional side of nurturing, keep in mind it is only half of the formula.

Please Reflect on These Questions and Jot Down Your answers:

1. What type of attitudes might surface when I meet new people that I could improve on?

- 2. Ask: Am I quick to judge? Am I hesitant to invest in others until they prove themselves to me? Am I motivated only by what they can do for me?

- 3. What are the common excuses I make for myself that my accountability partners need to “call me on” when they see these things happening in relationships? (For example: I say nurturing is important, but then I “get busy” and don’t actually do it...) Take a moment to list them here and ask yourself how your small group can help you identify when you are making excuses or engaging with attitudes or behaviors that are unproductive:

- 4. Behaviors that need to change or improve for me to build trust with others:

- 5. Skills I need to work on:

Exercise 2: Goals To Create & Nurture New Relationships

- 6. Identify realistic goals for the next week and next month. Considering your time commitments, what % of your time will you commit to creating new relationships? To nurturing existing current relationships? What specifically does this look like in your schedule? Consider the goal of making 5 calls before 5:00pm.

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Exercise 3: Getting Started By Listing Your Top Relationships

Take a few minutes to reflect on the names that you listed as your banner wavers and now add to this list. Off the top of your head, list 20 additional names of people within 10 minutes to whom you feel you should reach out.

You will refer to this list in Modules 5 and 6: Getting Started: Applying What You've Learned. (MAP & YBR.)

1.	11.
2.	12.
3.	13.
4.	14.
5.	15.
6.	16.
7.	17.
8.	18.
9.	19.
10.	20.

Assignments for Next Session

- Discuss this section and answers to the questions for reflection with your accountability partners. Address what you feel are your biggest obstacles for success and brainstorm about how you can support each other in making necessary changes to address your goals
- Schedule time in your daily calendar to create and nurture new relationships
- Meet with your accountability partner(s)
- Begin asking your banner wavers for assistance in positioning your value with their relationships
- Place your list of banner wavers and top 20 relationships in a place that is easy to remember and accessible as you will refer to this list in the Module 5 and 6
- Next up, Creating Personal and Professional Opportunities