Sometimes there are people that we should build a business partnership with by creating a personal relationship. You probably know several of these people, but time gets in the way and you don’t initiate the relationship.

List up to five individuals with whom you believe you should partner on a sustained basis. What is your current partnering relationship with these individuals? Rate your relationship using the following scale:

1. Nonexistent relationship.
2. Limited partnering opportunities and relationship.
3. I have access and could partner on a general basis. I should enhance our relationship.
4. We have true reasons to partner for tactical as well as strategic reasons that will benefit the department and the organization.

If you rated anyone a “1,” determine what you can do to build the relationship and recognize that you will need to take the first step. If you rated anyone as a “2” or “3,” it will be easier to gain access to them. You will still need to determine ways to move the relationship up to the next level. And if you have rated someone as a “4,” what are you waiting for?