

B

BE INTENTIONAL

R

RECIPROCATE VALUE

I

INVEST CONSISTENTLY

D

DEMONSTRATE TRUST

G

GROW TOGETHER

E

EXPAND YOUR REACH

THE FOUNDATION: You cannot lead others until you learn to lead yourself. The bridge you build with others begins with the bridge you build within.

KC'S NUGGETS & STICKY STATEMENTS TO REMEMBER

"Relationships multiply your reach exponentially what you can't do alone, others will help you accomplish together."

"Your network becomes your net worth when built on genuine mutual support."

"Trust is the currency of relationships; without it, nothing else matters."

"Together we achieve what none of us could accomplish alone."

PHASE 1: OPEN THE DOOR

BUILD RAPPORT & SET TONE

- What's keeping you busy these days?
- I've heard great things about your project. How did that come together?
- What's the most interesting challenge you're working on?

PHASE 2: BUILD THE BRIDGE

CREATE MUTUAL VALUE

- What matters most to you in your work right now?
- What's a challenge I might help with?
- What do you wish more people understood about your role?
- Who else should I connect with?

PHASE 3: CREATE CONTINUITY

END WITH NEXT STEPS

- This was valuable—would you be open to checking in next month?
- Is there anything I can send you from what we discussed?
- I'll send that resource by the end of the day—let's stay connected.

DO

- Listen 70%, talk 30%
- Take notes AFTER, not during
- Follow up within 24 hours
- Add them to your 5-5-5 Routine

AVOID

- Turning it into a pitch
- Dominating the conversation
- Checking your phone or watch
- Ending without next steps

5-5-5 ROUTINE

Every week, spend:

- **5 minutes** reaching out to
- **5 colleagues** across
- **5 different areas**

REMEMBER

The goal isn't to impress, it's to connect. One 15-minute conversation where someone feels genuinely heard builds more relationship capital than a dozen surface-level interactions.

MY NEXT BRIDGE: I will reach out to _____ by _____.

Relationships are the bridges to excellence. Build them intentionally, nurture them consistently, and watch your influence multiply.