

RELATIONSHIP STAGES – *Strangers in the night or a meaningful relationship?*

This pyramid diagram will help determine the strength of relationship



Exchanging insight:

He/she is actively engaged in exploring ways we can add value for them



Empathy:

He/she knows we feel the same, trusts us, and shares information



Background:

We know his/her background, career & personal profile



Familiar:

We've met him/her and they would remember us



None:

We don't know them, they don't know us