

## 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