



THE HUGH E. STEPHENSON, JR.

**LEADERSHIP
SUMMIT**



**BUILDING KEY
RELATIONSHIPS**

- Review common, effective concepts to help build effective relationships with constituents.
- Reflect on current relationships and identify how to improve them.

Our 2 Objectives



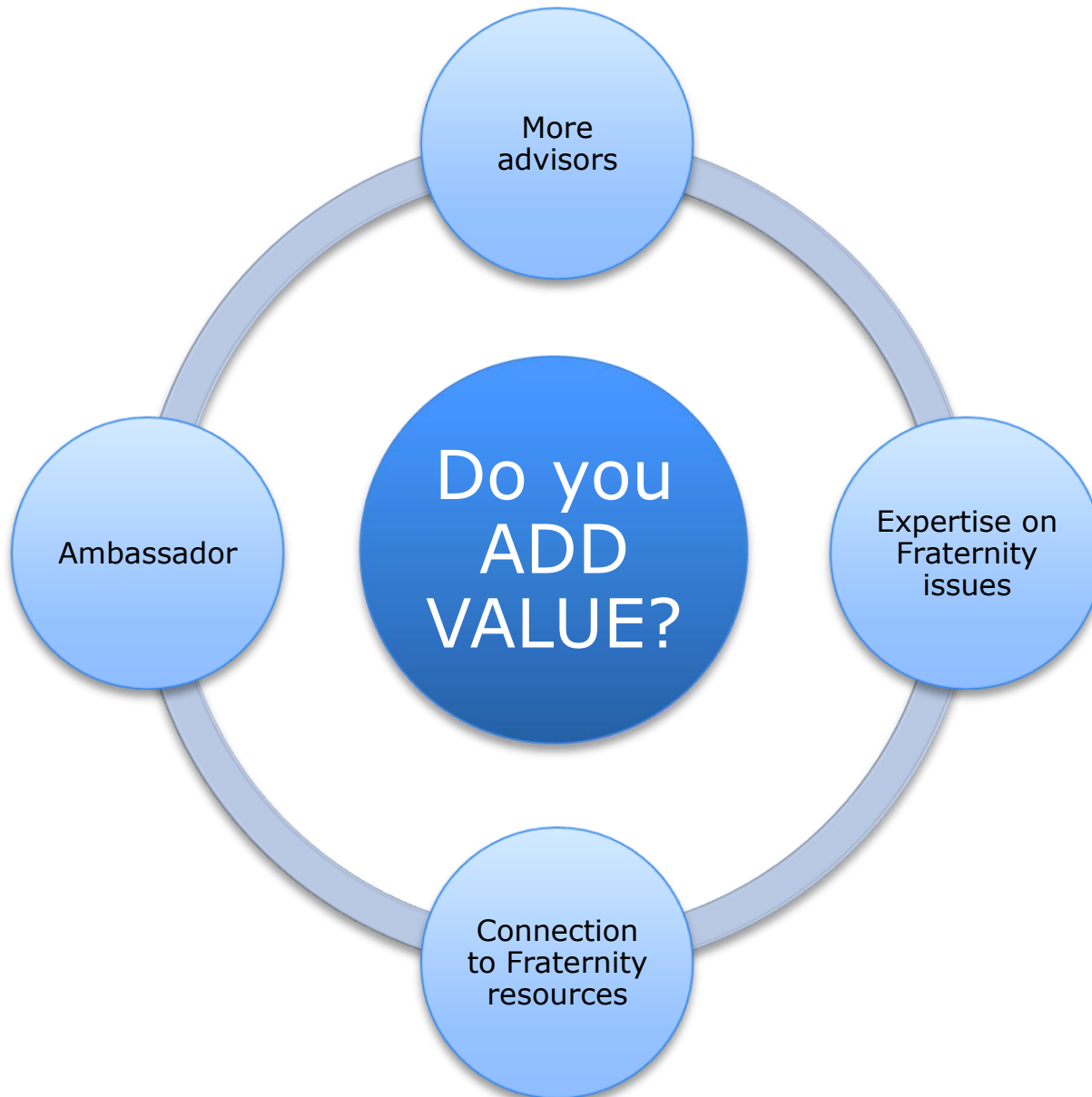
SELF PROMOTION does not have to be “shady”.

Real SELF PROMOTION goes beyond an initial payoff.

The main rule of **SELF PROMOTION** is to always be the best version of yourself.



ADD VALUE





**BE SENSITIVE
TO CONTEXT**



Make sure you are asking the right questions.



**EXPLAIN
WHAT YOU DO.**



What would you say
you do here?

**GIVE ME A
REASON TO
CARE**





Share your vision.

ADD VALUE

BE SENSITIVE TO CONTEXT

EXPLAIN WHAT YOU DO

GIVE ME A REASON TO CARE