



**"There is no hope of joy except in human relations."**  
– Antoine de Sainte-Exupery

**WatchGlass  
Advisors, LLC**

*By isolating a single aspect of a broader situation and focusing on it, great progress can be made...*

## Better Relationship Building

by Rosanne Scriffignano, CRC, ACC

Children instinctively understand the importance of relationships. They enjoy interacting with everyone—showing family and friends with time and attention. For some people, relationship-building continues well into adulthood. For others, the demands of daily life yield less time to sustain old relationships or to nurture new ones.

Relationships are an important aspect of the human experience. Without human connection, we can become ill and, in extreme cases, experience premature death. The power of relationships is immeasurable—whether it's expressed in the form of a kind word or a loving smile, supportive relationships remind us that we're important and remembered.

How much time and effort do you devote to relationships outside of your immediate family? It's easy to get caught up in the daily litany of errands and "to do" lists. With minimal focus and time, anyone can become a better relationship builder. To get started, consider the following tips:

- **Communicate Regularly**—When it comes to relationship building, any type of communication builds rapport and connects you to others. By reaching out regularly via e-mail or telephone calls, you're letting people know that you care about them.
- **Remember Special Days**—Everyone appreciates having special days, such as anniversaries and birthdays, remembered. Add other people's special days to your calendar. Then decide how to acknowledge them. For example, you can send a greeting card via "snail mail" or the Internet. A telephone call is another time-honored way to reach out.
- **Schedule Time to Visit**—Nothing beats face-to-face communication. If you can't entertain at home, meet friends at restaurants. If you're too busy to meet for dinner, consider breakfast or lunch appointments. Another option is to invite friends to join you for weekend outings. Trips to museums, zoos, and sporting events are just a few ways that you can build better relationships while having fun.
- **Don't Wait for Others**—Don't wait for other people to reach out to you. As suggested by the loveable Winnie the Pooh who deeply cherished his friendships: "You can't stay in your corner of the forest waiting for others to come to you. You have to go to them sometimes." Look for opportunities to connect with people. If you wait for others to reach out to you, you may find yourself all alone in "your corner of the forest."

Relationship-building requires time and energy. However, the rewards far exceed the effort. By focusing on relationships throughout your lifetime, you'll be blessed two-fold with special memories and deeper human connections.

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