



## **Adding Value to Relationships**

When building relationships, once trust is established, you must find ways to add value to the relationship. This can sound complicated, but in truth, it is the easiest way to continue building a relationship. Adding value comes in many forms, some of the best ways to add value are:

- Listening well, make sure you truly hear what the other person is saying. If they come to you with a problem, remain focused on the problem and do not change the subject to you.
- Follow through on what you say you will do.
- Share resources you know the other person will enjoy or could use.
- Ask them if you can connect them to people you know will help them or help them achieve a goal.
- Check in regularly.
- Avoid sending spam emails or overloading them with memes or jokes.
- Reach out regularly just to see how they are doing.
- Remember what they like and when appropriate, send them a small care package.
- Always send handwritten thank you letters

These are just a variety of ways to add value to relationships. Remember, while relationships should be a two-way street, sometimes when creating meaningful relationships, you need to put extra effort in. Just make sure you have healthy boundaries set and are not taken advantage of.