

## How to grow your relationship ripples

**'Relationship ripples'** refers to how we create new connections through our existing contacts and conversations.

The more ripples you create and the further those ripples go, the more opportunities you are likely to be connected to and the more choices you have for your development.

### Coach yourself question

How could developing new relationships help my career over the next 6 months?



## 5 ideas for action to grow your relationship ripples



### 1. Be memorable

When you're meeting people, think about what makes you stand out. This could be your energy, your expertise, your creativity or your curiosity.

Being memorable in the meetings, conversations and moments that matter is a useful way to start to create a ripple.

Ask yourself:

👉 *What one thing makes me memorable in a conversation?*

### 2. Join the dots

To create more ripples, look for common interests and points of connection. Being curious in conversations helps you join the dots.

Ask others:

👉 *How long have you worked in this industry?*

👉 *How did you hear about the event?*

👉 *What else are you working on at the moment?*

### 3. Spot the opportunity

Focus on spotting opportunities where you can help others by giving something of value during the conversation. This could be:

👉 Expertise

👉 Time

👉 Experience

👉 Passion

👉 Events

👉 Access

👉 Curiosity

👉 Strengths

👉 Connections

👉 Recommendation

### 4. Fast follow-up

Make it a habit to quickly reconnect with people after a conversation by sending a 'thank you' note or a brief message, to keep the momentum going.

This sounds like:

👉 *"I really enjoyed talking. One of the things that has stayed with me is your idea about XXX. I'd love to move that forward, let me know how we can make that happen."*

### 5. Stay in touch

After making connections and following up, focus on maintaining relationships over time.

It's useful to keep a list of any connections you've made and consciously find a way to be helpful every now and again.

Ask yourself:

👉 *Who do I want to reconnect with?*

👉 *What is the most useful way to reach out?*

### Coach yourself question

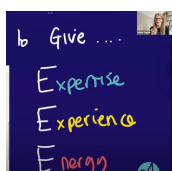
Who could I talk to and experiment with these ideas for action?



## Recommended resources



**How to Build the Social Ties You Need at Work**  
HBR article by Amy Gallo



**How to create career karma**  
PodPlus episode discussing how to give, get and connect through curiosity.



Helen and Sarah share what you can do to increase the value of your career community on #244 of Squiggly Careers.