

Developing Professional Relationships by being you

**Presented by Anne Newton
from Yellowgroup**



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Professional Relationships

Start with a meeting and greeting

- 8 second window and first impressions
- Rapport building and common ground

Build over time...

Need nurturing...

Can build great networks of advocates

By Being You...

... you show your uniqueness

... you relax

... great opportunity exists for you to set yourselves apart through your:

- **personal presentation**
- **communication and conduct**
- **client/relationship handling**

Give Yourself Permission

... to use your personality

- *within* professional boundaries and expectations
- to *ensure* you are memorable
- to *create and grow* high quality relationships

**You'll enjoy what you do more –
and see higher quality results.**

thanks for
Attending!

Anne Newton

Founder & Managing Director

www.yellowgroup.com.au

P: 07 3854 1545

E: a.newton@yellowgroup.com.au

