

The Value of Relationships



How do you define success? Is it based on achievement, fortune, fame, longevity, maintaining a healthy work-life balance, having lots of friends, enjoying life “to the max”, being part of a loving family, raising great kids, utilizing your gifts and talents and/or making a difference in the world? There are many ways to define success. Regardless of how you define it, your success is directly related to the relationships you develop and nurture.

How important is it to build healthy relationships? Well...How successful do you want to be in life? In today’s day and age, a high priority is placed on personal enlightenment and I agree that it is essential for you to understand who you are and how you were created uniquely talented. I believe in its value so much so that my company, Discover The Edge, is dedicated to helping individuals and organizations reach their full potential. It starts with self-discovery. But discovering yourself is only the beginning.

Ask yourself, how successful can I be if I am highly talented but do not interact effectively with others? Are you a corporate executive, doctor, lawyer, teacher, construction worker, daycare provider, stay at home mom, administrative assistant or a grocery store cashier? Your success is directly determined by the value you provide to others, be it your client, your boss, co-worker, family member, friend or otherwise. IT specialists, software developers and hardware geniuses – there is an end-user for that computer you are fixing, software package you are developing and/or network you are enhancing. Provide value to them and they’ll come back for more and tell their friends.

How much time do you spend investing in your relationships? When was the last time you complimented someone for their cheerful disposition, the way they organize things so well or how they are always there to help? We all become preoccupied at times and forget to acknowledge others; to say “Good Morning. How are you?” and *wait to hear the answer*. It takes time and effort to actively listen. Which makes it that much more valuable. You will leave a lasting impression.

How do we do improve our relationships? Observe. Learn. Experience. First begin to understand your own perspective. How you see things. Then begin to recognize how others see things. **Most of us know that we are all different. The key question is, do you know HOW we are different?** Knowing that you are different than me does not help me understand you better. Knowing *how* you are different and appreciating our differences allows me to build a better relationship with you. (It is difficult to appreciate something when you don’t know what that something is.)

Did you marry the love of your life only to find that they don’t value a clean house as you do? Do you get frustrated because your husband won’t communicate with you like you want him to? Does your spouse tend to shy away from meeting new people at social events while you are the life of the party? Do you look at your kids and wonder, how did

they get to be like that? Perhaps your kids are completely different from each other and it amazes you that they came out of the same gene pool (assuming they did). Ever ask yourself of others, why can't they be normal...*like me?*

If you have ever been exasperated with another person, I'm here to tell you that there is hope. Will you continue to be exasperated at times? Probably. But once you understand yourself and others better, you can stop yourself, shift your perspective, and move forward in a positive direction. You can't change anyone but yourself. However, by changing your perspective and responding in a new way, you will change the outcome. Will life be perfect? No. Will your relationships be better? Absolutely. Will that allow you to achieve greater success in life? Most definitely, yes.

Observe. Become aware of your perspective. Notice how you expect others to behave. Where does that expectation come from? Notice how others disappoint you. Why are you disappointed? What is important to you and why? There are countless self-assessments that will help you better understand your perspective, your tendencies, how you communicate, what motivates you and why.

As a certified human behaviour specialist, I recommend the personality assessment by Personality Insights (listed on our website under Resources). It reveals your unique personality style based on the DISC Model of Human Behaviour. The degree to which you possess each of the four primary personality styles, determines your Dominance, Inspiring, Supportiveness and Cautiousness:

D – Dominance – How you respond to problems and challenges. Do you like to blaze the trail or work in a group?

I – Inspiring – How you inspire/influence others to your viewpoint. Do you talk or listen?

S – Supportiveness – How you respond to the predictability of the environment. Do you prefer sameness or like change?

C – Cautiousness – How you respond to rules or procedures set by others. Do you like everyone, including yourself, to follow the rules, or do you prefer to do it your way?

All are good. All are necessary at certain times. Devaluing their significance can create conflict. Learn your style and that of others so you know how to more effectively relate to them. This resource and other helpful tools are available through our website at www.discovertheedge.ca.

Learn. Discuss your observations with your family, friends and co-workers. Perhaps it will inspire them to begin a discovery process of their own. Attend a workshop where you learn how to relate better with others. Attend with your family, friends or work team so you can bring them into the learning process. To attend an interactive workshop or to

schedule one for your team, contact us at info@discovertheedge.ca. We will tailor a session to your specific needs.

Experience. Once you learn how you are different, adapt your communications style to meet the needs of the other person. When you learn what motivates another person, you can channel your encouragement accordingly. You might find that your team needs to be restructured to allow everyone to play to their strengths. As part of the team, can you articulate the specific strengths of the other team members right now?

Think of who will be using your product or service. Even if the service you provide is the assistance you give to a boss or the leadership you give to staff members. What would make the experience more valuable to him/her/them? If you are communicating with potential clients, adapt your presentation style to their specific needs. Find out what motivates them, irritates them and the amount of information they require based on their personality. Service them in the way they want to be serviced.

The topic of relationships and success has filled volumes. I hope this brief look into the topic has provided you with enough insights to cause you to make building better relationships a top priority. Life is a whole lot better when you are experiencing healthy relationships on a regular basis. *Observe. Learn. Experience.* It will help you achieve the success you desire and it will help you make a lasting difference in the lives of others.

What can be better than that?

Be Awesome,

Nicole Jansen