

The Relationship Builder Playbook

Relationships Drive Everything

Your success in business, leadership, and life is built on one thing: relationships. The strongest leaders are the ones who connect, understand, and genuinely care about people.

Be the Sunshine

Be the person people want to be around. Bring energy, positivity, and lift others.

Build Rapport

Find common ground. Use names. Make people feel comfortable and understood.

Listen (3-Second Rule)

Pause. Let them finish. Show them they are heard.

Be Curious

Ask better questions. Care about their story.

Emotional Contagions

Your energy spreads. Choose what you bring into the room.

Be Present

Give your full attention. Eliminate distractions.

Take Notes

Remember details. Follow up. Show people they matter.

Be Human

Be real. Be authentic. People connect with honesty.

Your Commitments

I will be more present by:

I will strengthen this relationship:

I will take action by:

In a world full of rain clouds... be the sunshine.

Darrin Barney | Elite Worldwide

D.barney@eliteworldwide.com