Relationships

Connection is one of the most important business and lifeskill sets you'll ever learn. People do business with people they know and like.

Connecting means sharing my knowledge and resources, time and energy to provide value to others. Like business itself, being a connector is not about managing transactions, but about managing relationships.

People who instinctively establish a STRONG NETWORK OF RELATIONSHIPS have always created great businesses. If you strip business down to its basics, it's still about people selling things to other people. That idea can get lost in the hubbub the business world perpetually stirs up around everything from brands and technology to design and price considerations in an endless search for a competitive advantage.

Networking

I learned that real networking was about finding ways to make other people more successful. It was about working hard to give more than you get. And I came to believe that there was a litany of tough-minded principles that made this softhearted philosophy possible.

These principles would ultimately help me achieve things I did'nt think I was capable of.