

## #9 Today's Relationships Give Me Fulfillment

*"Most people can trace their success and failures to the relationships in their lives."*

— *Winning with People*

### Truths About Relationships

1. You'll enjoy life more if you like \_\_\_\_\_ .
2. You'll get further in life if people like \_\_\_\_\_ .

#### The Friendship Principle:

All things being equal, people will work with people they like. All things not being equal, they still will.

When people don't like you...	they'll try to hurt you.
If they can't hurt you...	they won't help you.
If they <i>have</i> to help you...	they won't hope you succeed.
When they hope you don't succeed...	life's victories feel hollow.
✔ People are insecure...	give them confidence.
✔ People want to feel special...	sincerely compliment them.
✔ People desire a better tomorrow...	show them hope.
✔ People need to be understood...	listen to them.
✔ People are selfish...	speak to their needs first.
✔ People get emotionally low...	encourage them.
✔ People want to be associated with success...	help them win.