The Relationship Makers Guide
5 steps to building a better society by building better relationships

1. Agreeing the destination
   Why are we doing this?

2. Knowing where to start
   Which relationships?

3. Identifying our priorities
   What’s a ‘good’ relationship?

4. Spotting the Breakers
   What are the barriers?

5. Finding the Makers
   What are the enablers?
Agreeing the destination

Why are we doing this?

The benefits of strong relationships are wide-ranging, but nailing down what you want to achieve by investing in relationships helps provide focus.

ASK:
- What value do you hope to generate?
- For whom?

A thought starter....

Some common benefits of relationships

- WELLBEING
- ECONOMIC
- RESILIENCE
- PERFORMANCE
- CAPACITY
- BELONGING
- HEALTH
- BEHAVIOUR
Why are we doing this?

The benefits of strong relationships are wide-ranging, but nailing down what you want to achieve by investing in relationships helps provide focus.

ASK:

● What value do you hope to generate?
● For whom?
Knowing where to start

Which relationships?
In any place, many different relationships exist. Honing in on the relationships which matter most in reaching your destination makes the task easier.

WHICH RELATIONSHIPS...

● ...are most central?
● ...have most potential?
● ...do you have most agency to influence?
● ...are weakest?

Some common types of relationship

- ORGANISATION / SERVICE
- INDIVIDUAL / USER
- WIDER COMMUNITY MEMBERS
- EMPLOYEE / VOLUNTEER

A thought starter....
Knowing where to start

Which relationships?

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WHICH RELATIONSHIPS...

● ...are most central?
● ...have most potential?
● ...do you have most agency to influence?
● ...are weakest?

Which relationship will you focus on?
### Identifying priorities

What does a good relationship look like?

Relationships are idiosyncratic and context-dependent, but strong relationships all share some common characteristics.

**ASK:**
- What does a good relationship look like in your place?

### Common characteristics of a good relationship

<table>
<thead>
<tr>
<th>Weak</th>
<th>Strong</th>
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<tbody>
<tr>
<td>IMPERSONAL</td>
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<td>ONE-WAY</td>
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<td>WARM</td>
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<td>DOUBTING</td>
<td>TRUSTING</td>
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A thought starter….
Identifying priorities

What does a good relationship look like?

Relationships are idiosyncratic and context-dependent, but strong relationships all share some common characteristics

ASK:
- What does a good relationship look like in your place?

What does good look like for you?
Spotting the breakers

What are the barriers?

Lots of things potentially get in the way of developing and maintaining strong relationships. Identifying the breakers is the first step in addressing them.

ASK:

- What’s stopping you from having good relationships in your place?

A thought starter:

Common barriers to good relationships:

- FUNDING
- TIME
- SPACE
- BUY-IN
- SKILLS
- CULTURE
What are the barriers?

Lots of things potentially get in the way of developing and maintaining strong relationships. Identifying the breakers is the first step in addressing them.

ASK:

- What’s stopping you from having good relationships in your place?
Finding the makers

What are the enablers?

There are lots of things that help create the conditions for relationships to flourish.

ASK:
● Which do you have energy for?
● Which can you influence?
● Which would be most effective in helping you reach your destination?

A thought starter....

Enablers of good relationships:

ACTIVITIES  INCENTIVES  CO-DESIGN  TRAINING  SPACE  NARRATIVES  REGULATION  MEASUREMENT
Finding the makers

What are the enablers?

There are lots of things that help create the conditions for relationships to flourish.

ASK:

- Which do you have energy for?
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- Which would be most effective in helping you reach your destination?
Want some help in becoming a Relationship Maker?

Get in touch with immy@relationshipsproject.org