



## Who's on your list?

**Make a list of the key people in your part of the Trust.**

Those who are respected, admired and listened to frequently.

**Then make sure you have an ongoing plan to continually build, develop and maintain the relationships with the people on that list.**

Find out what they value or need and honour any commitments you make to them; you might be surprised to find that they will reciprocate in kind.

And then, who knows, you might be on someone else's list.