



ELF

Organisational Development &  
Fundraising Network

# Development and the Relationship Continuum

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**DEVELOPMENT  
& RELATIONSHIP  
CONTINUUM**



# Relational Development

*Development is...*

*All the things we do to build  
rational relationships with others...*

What characteristics demonstrate a growing,  
encouraging, positive relationship?







# Development and the Relationship Continuum

Many relationships start with emotions – and emotions do not last

Emotional relationships result in transactions or arrangements



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# Development and the Relationship Continuum

A Rational Relationship denotes:

Depth

Meaning

Commitment



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# Development and the Relationship Continuum

Perhaps one of the best examples of a Rational Relationship is...

...Being in Love

...Deep, Rich Friendship

...Sibling

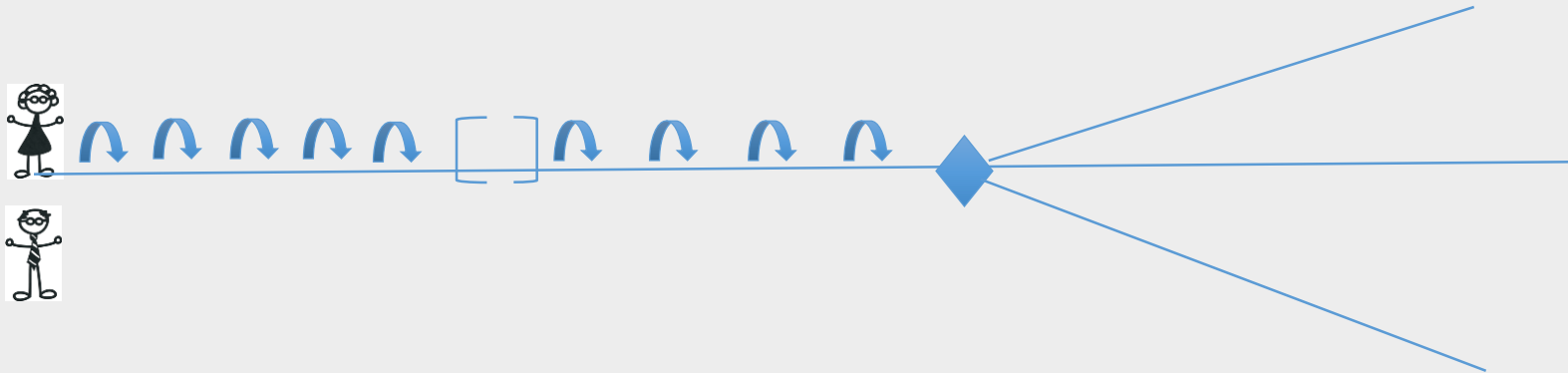


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# The Relationship Continuum

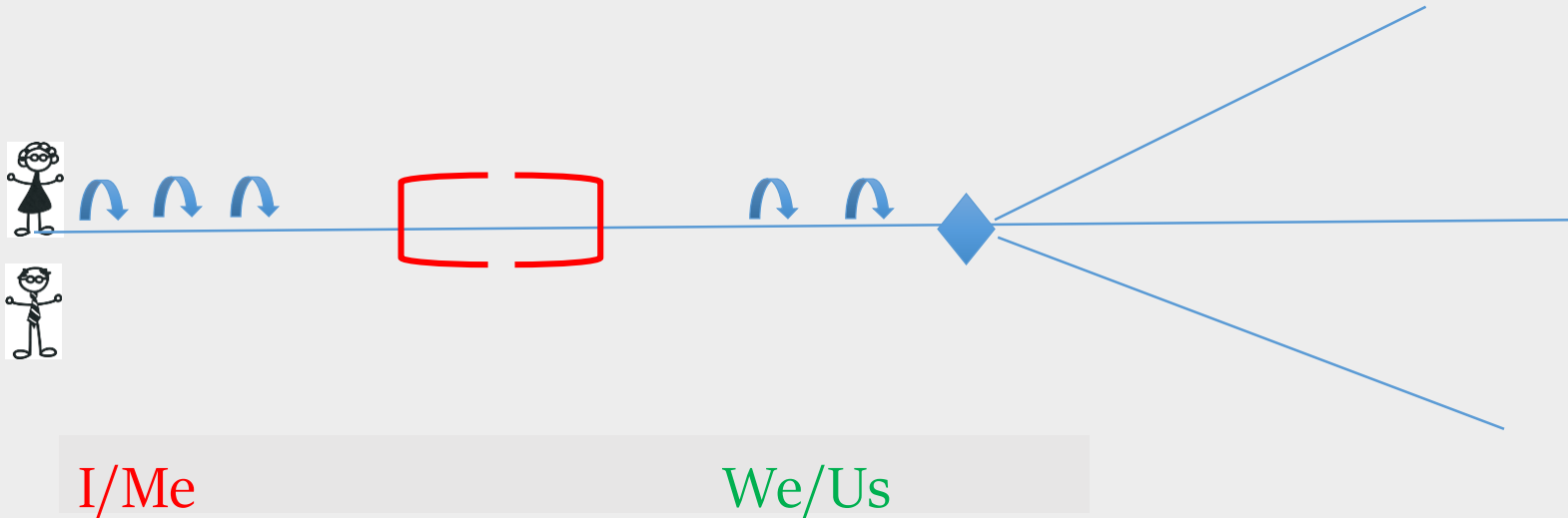
...Being in Love





# The Relationship Continuum

...Being in Love



**The Pronouns Change!**

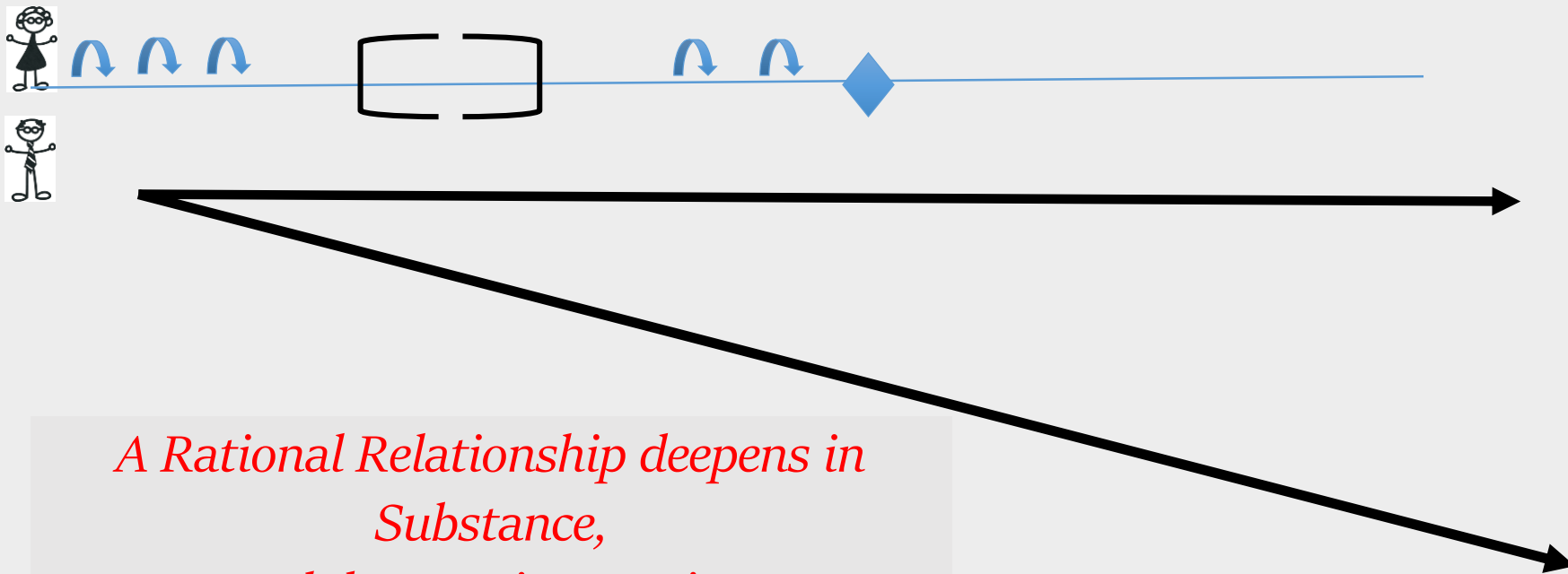




# The Relationship Continuum

**Emotion**

**Rational Relationship**



*A Rational Relationship deepens in Substance, and deepens in Emotion*



# Development and the Relationship Continuum

First Date = First Exposure

Want to have a 2<sup>nd</sup> date

Clear, simple message

Bridge -- Easy to say “yes” to

*Action Step*

What are the 2-3 ways people are exposed to your ministry?

How can you help their relationship journey?



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- Concerns
- Comments
- Insights

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