

It's All About
Relationships

The work of development is all about relationships. It has little to do with money and little to do with what you have to say

THE DEFINITION OF DEVELOPMENT

“Development represents the things we do to build RATIONAL RELATIONSHIPS with others”

TWO DEFINITIVE WORDS

Rational and Relationships

We all can relate to the idea of relationships but the definition relates to a certain quality (rational) associated with relationships

HOW RELATIONSHIPS BEGIN

In the world of relationships

*“It’s emotion that brings us together,
It’s rationalism that keeps us together”*

GOOD NEWS!!!!

The wonderful thing about the work of development is
that *it's easy* . . .

You already have experience

The Greatest Analogy

The greatest analogy of development is falling in love!
And that's something we can all relate to!!!