

How to Build Lifelong Relationships

Success in growing an organisation will require building relationships with others. Development is all about relationship; it has little to do with money and very little to do with what you have to say. BUT, if you are successful in building authentic relationships, you will have no problem raising money or engaging others who will be anxious to hear what you have to say.

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- I. **Everyone is Involved in Development**—The work of growing a ministry involves everyone; it is not the domain of one person within your organization to whom you have assigned the responsibility of “development.” Your success as a teacher, a writer, an administrator, etc. will be predicated by how effective you have been in building relationships.

- II. **The Definition of Development**—“Development represents the things we do to build rational relationships with others.” There are two words that drive successful development:
 - A. **Relationships**—Building relationships takes time and energy. We all have very meaningful relationships that have impacted our lives. There are things common to most relationships but the defining characteristic of a relationship is that they are:

 - B. **Rational**—Relationships that endure are reciprocal. They are based on something that can grow roots, and when that occurs these relationships endure forever.

III. The Relational Continuum—Reproduce the Relational Continuum in the space below:

IV. IV. Two Important Acronyms—Remember and act upon these acronyms and you will achieve success beyond imagination.

A. *The Acronym A.I.D.*—

B. *The Acronym C.I.A.*—

Conclusion