

GP+S ) Insights. Strategies. Results.

## **Being an Illuminating Mirror**

Strategic Alliances, Partnerships and Channels

Training / Learning Series

12 January 2018



# Day 2

Discussion and “spill over” (~5.5 hours)



HIGHTECH

Strategic Relationship  
Manager Training

<location>, <date>

The Empowerment of  
self-Obsolescence

1 hour

Being an  
Illuminating Mirror

0.5 hours

Healthy Atmosphere  
for Negotiating

1 hour

Crucibles for On-Going  
Transformation

1 hour

Developing Self  
AND Relationship

1 hour

Dialogue: the Heart  
of Relationship

1 hour

# Setting context

## Challenging opportunities

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### Personal challenges:

- Low levels of energy – personally.
- Being the “eye of the hurricane”; how can we bring stability?

### Challenges within the team:

- Low levels of energy – collectively .
- On-going challenges with low levels of trust.
- We’re often riding an emotional “roller coaster”.
  - How will we make it through the ups and downs?
- Unattractive atmosphere: people not feeling “at home”, feeling uninspired.



### Executive level challenges:

- They get depressed and discouraged, too.
- How can we be of personal value to senior management and executives?

# Expected outcomes from this module

## Results

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- 1. You will understand a powerful means for deepening relationships.**
  - a. An old way, seen in a new light.
- 2. You will see how the simple act of gratitude can improve the overall atmosphere of an alliance.**
  - a. Simple and authentic.
- 3. You will realize how inspiration is contagious.**
  - a. As individuals are inspired, so is the collective.
  - b. A virtuous conspiracy will take place.
- 4. You will understand how greatness can be attracted.**
  - a. You will grow to accept that some may be repulsed.



# Suggested process

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1. **Be fully present and aware.**
2. **Shine your light, with love and precision.**
  - a. Establish eye contact.
3. **See the beauty and perfection.**
  - a. In individuals, and in the other company.
  - b. In teams, on either side.
  - c. In senior management and executives
4. **Reflect it back.**
  - a. With authenticity; maintain eye contact.
  - b. At the right time, at the right place, and in the right way.
  - c. Speak from heart to heart; be inspired as you inspire.
5. **Celebrate!**
  - a. We are seen as we see.
  - b. We draw closer to our own greatness as we see it in others and reflect it back to them.



# Be an illuminating mirror

Shine your light, reflect back

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- **Shine your light on, and ultimately into, another.**
- **Reflect back the greatness that you see.**
  
- **This requires you to:**
  - Dig deep within yourself, to find and shine your own light.
  - Shine your light with love and precision.
  - Keep your mirror clean and clear.
  
- **The result will be:**
  - You will draw closer to your own greatness.
  - You will express authentic gratitude and love.
  - You will deepen your relationship:
    - with the other,
    - with yourself, and
    - with the Universe.

# Exercise

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**Practice being an illuminating mirror with another.**

**Reciprocate.**

**Q: How did that feel?**

**Q: How has that relationship changed, deepened?**



# Conclusion

Authentic gratitude is a powerful transformational tool

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*Gratitude is the paddle we use  
in the river of life, to draw us  
closer to one another and  
align our will with the Universe.*

- Shine your light.
- See the greatness.
- Reflect it back.

