

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

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

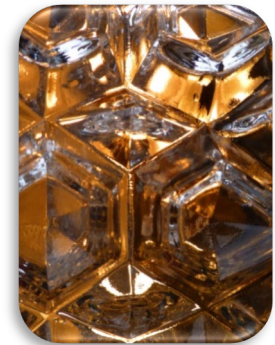
Results

- 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

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



- **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

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

*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.

