

Building and Maintaining a Strong Partnership Exercises

Build Trust and Deepen Relationships Between Partners

You've found the perfect – or almost perfect – partner. You've been trucking along for some time now and making progress in your business, but like with every good relationship, you need to take time to build trust and deepen your relationship with one another.

The following worksheets are designed to do just that. You can pick one worksheet to do annually or quarterly. Pick the one that works for you and save the other for subsequent years.

WORKSHEET



Sound, Trusting Relationships

Review the articles from The Gottman Institute's [Sound Relationship Workplace](#).


Then answer the following questions:

1. Who and what are the most important things in your personal life?



2. How will your partners know when you're overwhelmed or stressed? How can your partners help support you during these times?

3. What personal and professional goals are most important to you? How can your partners help support you in these?



4. What could you do to provide more or better positive feedback to your partners?

5. In what kind of interactions could you more positively respond to bids for connection from your partners?

6. Think about a recent conflict with your partners. Was there any criticism, contempt, defensiveness or stonewalling involved? What can you do better in these situations?

7. What are your top 3-5 takeaways after doing this exercise?



4. What can you commit to your partners to maintain a sense of trust?

5. What are your top 3-5 takeaways after doing this exercise?




WORKSHEET

Showing Appreciation

Read the first chapter of *The 5 Languages of Appreciation in the Workplace* by Gary Chapman and Paul White and answer the following questions adapted from the chapter:

1. How do you communicate appreciation to your colleagues?
2. How do you prefer people express appreciation to you?
3. Does your partner know how you like to have appreciation expressed to you?
4. Do you know how your partner likes to have appreciation expressed to them?



5. When you feel discouraged, what can your partner/colleagues do to encourage you?

6. On a scale of 1-10, how appreciated do you feel by your partner?

7. What are your top 3-5 takeaways after doing this exercise?



4. List 1-3 personal and/or professional development areas you want to refine in the next 12 months.

5. List your desired KPIs that will be your dashboard of how the business is doing – what is meaningful?

6. What are your top 3-5 takeaways after doing this exercise? Record them here:



Additional Resources

For further progress, we recommend the following:

- *The Relationship Cure* by Dr. John Gottman. The principles and exercises discussed can be leveraged in marriages, friendships, and working relationships.
- *Traction* and *Rocket Fuel* by Gino Wickman. These books outline an operating and leadership system for entrepreneurial organizations that often work well in firms we work with.
- *Ego-Free Leadership* by Brandon Black and Shayne Hughes. This book is an insightful read sharing perspectives by an executive and his coach. “Ego” refers to the psychological concept and is something we all have.
- *The 5 Languages of Appreciation in the Workplace* by Gary Chapman and Paul White
- Complete DISC or Kolbe profiles to discover each other’s natural strengths and communication styles, and/or how to best work with each other.