# Identify Your BPR Person

## Relationship

- ☐ A direct report
- ☐ Your boss
- ☐ A peer
- ☐ A key colleague
- ☐ A senior player
- ☐ Someone with influence
- ☐ Someone with resources
- ☐ A gatekeeper
- ☐ A vendor
- ☐ A prospect
- ☐ A client

## Relationship Stage

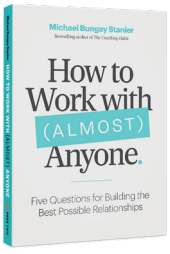
- ☐ Onboarding
- ☐ Brand new
- ☐ Early days
- ☐ In the middle of the journey
- ☐ Coming to its end

## Relationship Health

- ☐ Untested
- ☐ A thing of beauty
- ☐ Frustrating and broken
- ☐ Perfectly adequate
- ☐ Going stale

## Why Does It Matter To You?

- ☐ I'm committed to having my people flourish
- ☐ I want to set us up for success
- ☐ How we're currently working together is a source of unhappiness
- ☐ I want to keep a good thing going
- ☐ I feel like we've accepted mediocrity
- ☐ I want a relationship of trust and accountability
- ☐ How we're currently working together is a source of anger and frustration
- ☐ I want to lessen future disappointments
- ☐ I want to be braver/clearer/more transparent in how I show up in working relationships
- ☐ If we don't course correct now, it might be too late

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