

RESOURCE 10

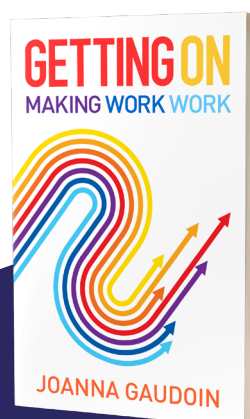
Building external relationships

Client relationships template



available at
amazon

and other book retailers



This resource accompanies
Chapter 8 of ***Getting On:
Making work work***



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Building external relationships Client relationships template

Use this table to consider your key client relationships, their strength and what you could do to improve them.

| Client | Relationship strength | What to work on |
|--------|-----------------------|-----------------|
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Review this regularly to keep it up to date and be sure you are working on the most important things.

NEXT STEP:

Download Resource 11 which accompanies
Chapter 8: Internal relationships



[Download \(PDF\)](#)



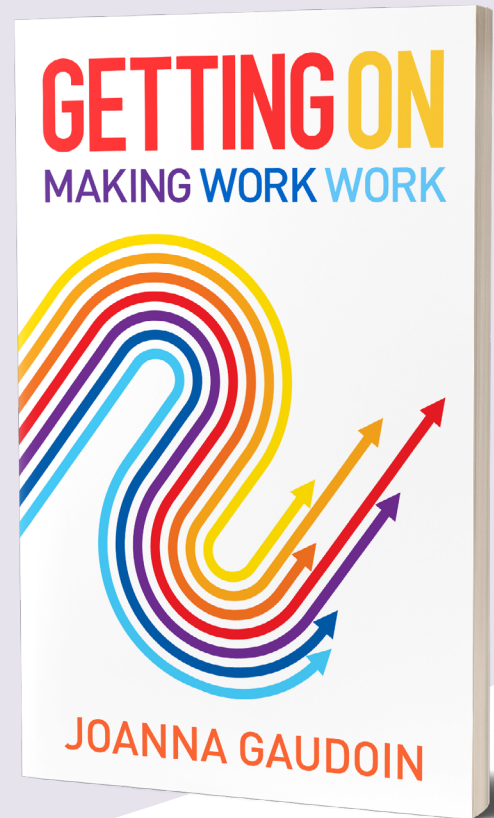
Why I wrote this book

Every day, I work with people to help them navigate the workplace challenges they face, be the best they can be at work and fulfil their career potential – so that work works for them. This book uses that experience to help you take your own steps towards career success.

“We know that excelling on the job, doesn’t mean that a successful career will follow – but we don’t always understand why. In Getting On: Making work work, Joanna reminds us to be rigorous in our self-analysis and hone the skills we need to rev our career engine. It’s pragmatic, thought provoking and encourages self-reflection with valuable insights for everyone, no matter what stage your career.”

Unette Spencer,

Chief of Staff to Executive Vice Chair, Mastercard



About the Author



Joanna has spent more than 10 years working with individuals to help them understand how to blend their technical know-how with ‘softer’ skills to realise career success – either in their existing role, or when looking for new opportunities. Joanna also runs group sessions for organisations and is a regular speaker at events.

To find out more about Joanna and her work:

www.insideoutimage.co.uk

www.gettingonatwork.co.uk

www.linkedin.com/in/joannagaudoin

www.twitter.com/joannainsideout