

## 4 Ways to Success Through Relationship Building

*You don't find many loners achieving huge success... here are four reasons why*

by **George Madiou**

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You don't find many loners out there that are huge successes. There are many reasons for this but here are 4 reasons that stand out that you can benefit from.

### **Understanding**

Understanding takes the extreme skill of listening. People LOVE to be honored by being listened to.

***When you listen to someone you are telling them, "You are important to me." "What you are saying matters." When a person experiences this, the relationship grows.***

The more you listen and, understand the other person, the stronger the bond grows. The relationship becomes more reliable because there is a deeper understanding between both parties and no longer is there a casual and superficial relationship. Striving to understand others will result in you being understood. When this happens, personal and business relationships flourish. Strive to understand those who you want to have a successful relationship with.

## **Friendship**

With deep understanding, friendships develop. Friendships are a choice. You can't buy them. You can't beg for them. You can't coerce them into existence. You must earn them. They may start quickly, however, they grow with time. People would rather do business with friends than with strangers. People enjoy being with friends, that have developed into a strong relationship.

## **Trust**

***People develop great relationships when trust becomes an integral part of these relationships.***

It is more likely for anyone to do business, help, or recommend someone, if there has been a trust built between the parties. If you get an email from someone that you don't know, that offers something that you might be interested in, and the same offer from someone you already have a trust relationship with, you will probably trash the first and act upon the second. Why is that? Quite simply, there is a trust that already exists. This is the reason why it is so important to develop and nurture that trust relationship. Guard it with your life. Once it is broken you will not get it back so easily. As it grows, it will be worth more than gold.

## **Belief**

Belief in another person is reinforced when understanding and trust develops and friendships form an unbeatable bond. Belief is earned. Belief is a foundational cornerstone of a great relationship. It is the trait that is intertwined with integrity and when you have integrity with others an unshakable belief is developed in your relationship.

Thoughts and convictions don't necessarily have to be in lock step with every great relationship. Many relationships actually have many differences of opinions in areas of religion, politics and personal preferences. Great relationships though, are created by understanding one another, developing trust and belief in one another that form special

friendships. People join and buy from people they have relationships with, more than the products and companies that they come in contact with.

## ***Relationship your way to a successful life!***

Aim high!

*George Madiou*

Publisher and Co-founder

[www.TheNetworkMarketingMagazine.com](http://www.TheNetworkMarketingMagazine.com)

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**George Madiou** is a full-blooded Entrepreneur, complete with validating credentials, Degrees in Marketing and Management from SUNY and NYU (could ya guess he's a native New Yorker!) To date George has owned over 30 businesses, and says they varied from wildly successful to outrageous learning experiences. Among other successful ventures George has achieved high pin levels in two different network marketing companies.

George loves the thrill of teaming up with great people and seeing projects come to life and that passion is responsible for this magazine getting off the ground. George partnered with his good friend John Milton Fogg and here we all (and we includes you the reader) are, making history happen.

George lives in a small town named Boca Raton, Florida. He says "If this isn't Heaven, I know that God at least vacations here." Without question,

the joy of his life is his family. He and Debbie are celebrating their 30th anniversary this year. They have two great young adult children, Sara and David.

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