

# Ep 8: Partnerships and the Personal Journey of Forthright People

## How to establish a successful partnership



- Take the time to *really* get to know each other.
  - Spend the time to get to know each other as people.
  - Discuss openly how each of you will bring yourselves into the business.
- Make sure to have the tough conversations.
  - Don't avoid conflict. Respectfully debate tough points.
  - Check the ego, and be open.
- Define what you both bring to the table and what your roles will be.
  - Divide the roles and responsibilities according to passion and skill. Clearly define the overlap and where you will collaborate.
  - Trust. Get out of the way and don't undermine.
- You are peers, but you also have a lot to learn from each other. Mutual respect.
  - Seek to understand and appreciate each other's experiences.
  - Use the other for consult and feedback for personal growth.

Areas to address immediately are:

1. \_\_\_\_\_  
\_\_\_\_\_

2. \_\_\_\_\_  
\_\_\_\_\_

3. \_\_\_\_\_  
\_\_\_\_\_

Action Plan:

Action	Timing	Progress	Complete