

Rainmaking for everyone: how you can contribute to BD in your own way

Here are a few things you can do to contribute to BD in your own way...

Relationships matter!

Focus on the relationship,
not on selling.

Be authentic and focus on
what you enjoy.

Give yourself permission to say
when something isn't right for you...
and to look for an alternative.

BD is for everyone – extroverts and
introverts.

Develop and play to your strengths:

- Speaking
- Writing
- Social media
- Networking

Build a network around your hobbies
and interests:

- Share your passion with others
- Join a committee / community based
on your interest
- Offer to contribute in an area you're
passionate about

What does success look like for you?

- Personal success
- Organisational/team success

Think about small achievements that
build relationships:

- Showing kindness
- Doing someone a favour
- Making a friend
- Developing trust
- Connecting two people who might
help each other
- Recommending a colleague