

# Relational Meeting Refresher

35-45 Minutes  
Face-to-face  
Quiet location

Reciprocal  
Storytelling  
Avoid opinion

Intentional  
Keep to time  
Calculated  
Vulnerability



Ask yourself,  
'What makes this  
person tick?'

Ask  
WHY  
Questions

Private  
motivation for  
public action

Not therapy, pastoral care, interview or chitchat

Builds Trust, understanding and identifies mutual interest

## ***Preparing for the Meeting***

Work up your curiosity:

- What do you already know about them – what do you want to explore and what might you need to be sensitive to?
- What is their background and what do you have in common?
- Why do they do what they do? What motivates them and why?

Think about your own stories:

- What in your story relates to why you are organising within your organisation? Why do you care about the public life of your organisation and community?
- What parts of your story are you willing to share and would give the other person a look at who you are?
- Look for passions coming out of hopes, pain, concerns & pressures

## **Ask agitation questions**

- Why do they do what they do?

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- Who do they want to become?
- Are they acting on things they say they value?

## After the meeting

Take notes:

- Make yourself notes on their background and interests
- List questions you might want to ask at your next meeting
- Note possible next steps, ways the person might want to become engaged
- Reflect on your role – how much did you talk? Was there drama in the storytelling? Were you really listening?
- What impact did the meeting have on you? What stirred you? What raised questions about your own story, interests or passions?

## Examples of how to ask for a relational meeting:

Note: credentials, authenticity, honesty and specificity.

*Hi, XXXX gave me your details – we are going to be working together on the xxxx. Before we get started I'd like to get to know you a little better. Would you be open to meeting for a coffee?*

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*Hi, you showed interest at/by xxxx. I am part of a team of people who are meeting with top leaders and active citizens in the local area. I am keen to meet you and see if we might have common interests in the work/projects we are working on. Would you be free for a 35-45 minute meeting to get to know each other?*

\*

*Hello, as part of Sydney Alliance we take time to really get to know each other before working on public issues. This is because with such a broad set of issues and organisations, trust is a critical component. Would you be interested and able in an initial meeting to talk more?*

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*Hi, as part of the pastoral care team of the XXXX (your organisation) we are reaching out to members to help build the connections with the XXXX. If you were free for a coffee, I would like to meet you and find out more about you and your experience of xxx, and perhaps share some of mine. Would you be open to a meeting on one of these dates?*

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