

The Remora Method

Lesson:

The Partnership Approach

You will need...

Just to listen.

You're welcome to take notes if you wish.

All About Partnerships

The Remora Method is all about mutually beneficial partnerships.

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The Remora Method is all about mutually beneficial partnerships.

The remora and the shark.

As you might have guessed...

Most people go about this the wrong way.

The typical partnership approach

Step One: Ask.

The typical partnership approach

Step One: Ask.

Step Two: Denied.

The typical partnership approach

Step One: Ask.

Step Two: Denied.

Step Three: Try again ... and again ... and again.

The typical partnership approach

Step One: Ask.

Step Two: Denied.

Step Three: Try again ... and again ... and again.

Step Four: Give up.

It's a real shame...

There are plenty of good ideas, most people don't know how to share them.

There is a different way.

Saves you time.

Teaches you the right things to do.

And develops warm relationships.

The Remora Method Approach

Step One: Find interested people.

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Step One: Find interested people.

Step Two: Ask permission.

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Step One: Find interested people.

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Step Three: Give them the details.

The Remora Method Approach

Step One: Find interested people.

Step Two: Ask permission.

Step Three: Give them the details.

Step Four: You celebrate.

The question is...

Where should you start for your particular idea?

The HARO Technique

For discovering interested people and learning how others are already successfully accomplishing what you want to do.

This works because...

What is new to you has already been done by someone else.

This is good!

In the next lesson...

Lesson 8 of The Remora Method you will get a step-by-step process for learning The HARO Technique.