



RELATOR®

PEOPLE EXCEPTIONALLY TALENTED IN THE RELATOR THEME ENJOY CLOSE RELATIONSHIPS WITH OTHERS. THEY FIND DEEP SATISFACTION IN WORKING HARD WITH FRIENDS TO ACHIEVE A GOAL.

Relator talents describe a person's attitude toward their relationships. In simple terms, people with strong Relator talents are drawn to others they already know. They do not necessarily shy away from meeting new people — in fact, they may have other themes that cause them to enjoy the thrill of turning strangers into friends — but they do derive a great deal of pleasure and strength from being around their close friends. In short, a person with strong Relator talents forms close relationships with people. They may know many people, and they can relate to all kinds of people. But they also have a very small group of friends with whom they have incredibly deep relationships.

ITS POWER AND EDGE

People especially strong in Relator talents form solid, genuine, and mutually rewarding relationships. Their relationships are close, caring, and trusting.

IF RELATOR IS A DOMINANT THEME FOR YOU:

By connecting deeply with the right person, you gain a friend for life.

- You tend to be at your best when you are part of a stable group of friends you can trust. Find a workplace in which friendships are encouraged. You will not do well in an overly formal organization.
- Deliberately learn as much as you can about the people that you meet. You like knowing about people, and others like being known. In this way, you will be a catalyst for trusting relationships.
- Show people that you trust them, and they will be more likely to trust others. You can be an important role model in this area.
- Let your caring show. For example, find people in your company to mentor, help your colleagues to know each other better, or extend your relationships “beyond the office.”
- No matter how busy you are, stay in contact with your friends. They are your fuel.

IF RELATOR IS A LESSER THEME FOR YOU:

If you lack the intensity of the Relator theme, it does not mean that relationships are not important to you. Nor does it mean you lack the ability to build them. It likely means that you are more inclined toward a large quantity and greater variety of relationships.

- Among your top themes, find those that help you grow and nurture your existing relationships. Perhaps you build intimacy by working collaboratively (Harmony) or working hard (Achiever) with others. Alternatively, you might be a person who builds increased trust by following through (Responsibility) or telling the truth (Belief or Command). Intentionally leverage one or more of those themes with an increased intent toward deepening relationships with those around you.
- Explore the best ways for you to connect with people. It may be that you relate to people best when discussing ideas, when doing an activity together, or when you have a common challenge. Your top themes will give you clues that reveal your unique path to building relationships.
- Show your vulnerability. The most meaningful relationships are built on a strong foundation of trust, and one of the fastest ways to build trust is to reveal something that makes you vulnerable.