

## Relational Capital Lite

### How I Believe My Client Views Me

1. Client's Name/Initials: \_\_\_\_\_

### 2. Score Yourself from 1 to 3 Points

1 = low, 2 = medium, and 3 = high

Quality		Score
<b>Credibility</b>	My client finds me to be "believable."	<input type="checkbox"/>
	I inspire confidence during our interactions with my "knowledge and capabilities."	<input type="checkbox"/>
<b>Integrity</b>	My client sees me as "trustworthy" and having "high ethics."	<input type="checkbox"/>
	I live up to my "promises."	<input type="checkbox"/>
<b>Authenticity</b>	My client views me as "genuine" and "open."	<input type="checkbox"/>
	I am "transparent" in my communications.	<input type="checkbox"/>
<b>Total</b>		<input type="checkbox"/>

### 3. Relational Capital Lite Interpretation

Circle the range that corresponds with the total from step two.  
Provide a brief rationale for the rating.

Your Total	Your Rationale
<b>14-18:</b>	I have excellent Relational Capital with my client.
<b>9-13:</b>	I have good Relational Capital but need to strengthen one area.
<b>4-8:</b>	I have weak Relational Capital in many areas; I need to focus on the weakest areas first.
<b>0-3:</b>	I have NO Relational Capital with my client; I need to assess whether this is due to my client's lack of really knowing me or actual behaviors I have exhibited.

### 4. Next Steps

Take a few minutes to reflect on your Relational Capital Lite score and determine what steps you can take, based on what you've learned from this book, to include in your Action Plan.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_