



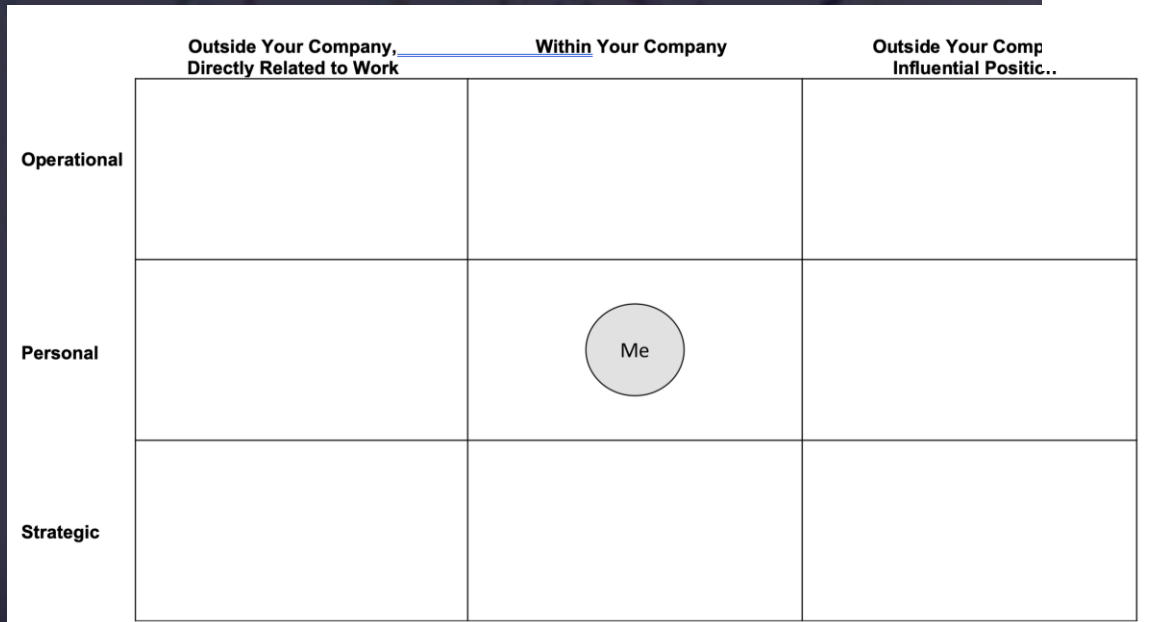
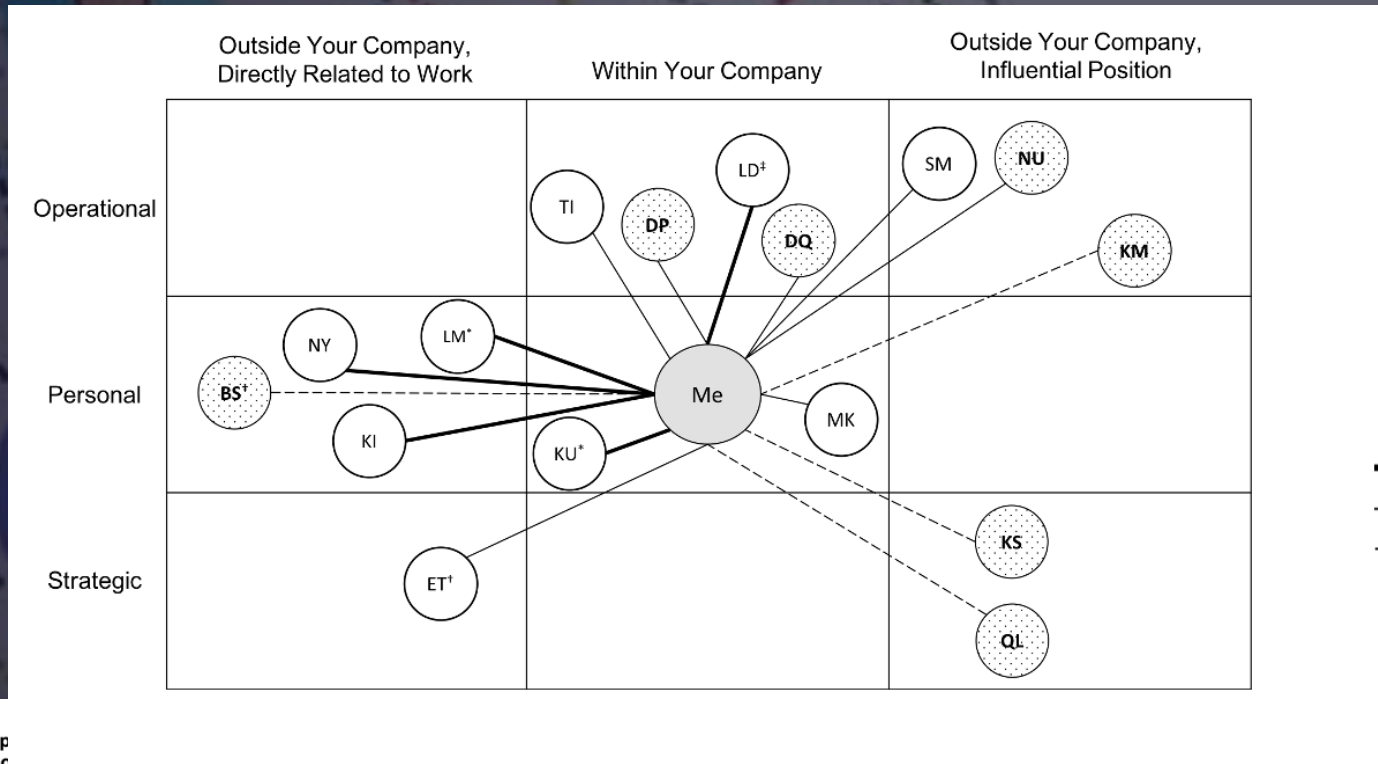
The Art of Connection...

*with some
science to back
it up*

Mary Zolene Agbovi

Director of Legal Operations
CoverMyMeds/McKesson

Approaching relationship building with a plan and a purpose



Strategic analysis of our connections



ROLE

- Peer
- Mentee
- Mentor
- Vendor/Organizations



LEVEL

- Operational
- Strategic
- Personal



STRENGTH OF CONNECTION

- Weak
- Moderate
- Strong

A closer look at your connection LEVELS



Operational

- * Where you help each other get the work done more efficiently or effectively



Strategic

- * You can give or get leverage to achieve longer-term goals



Personal

- * Where you exchange useful contacts and information in order to expand your knowledge and influence

Outside my company
Directly related to work

Within my company

Outside my company
Influential to my future success

Strategic



Operational



QuisLex



Myself

DISCO

HAYSTACK®

Personal



CHIEF

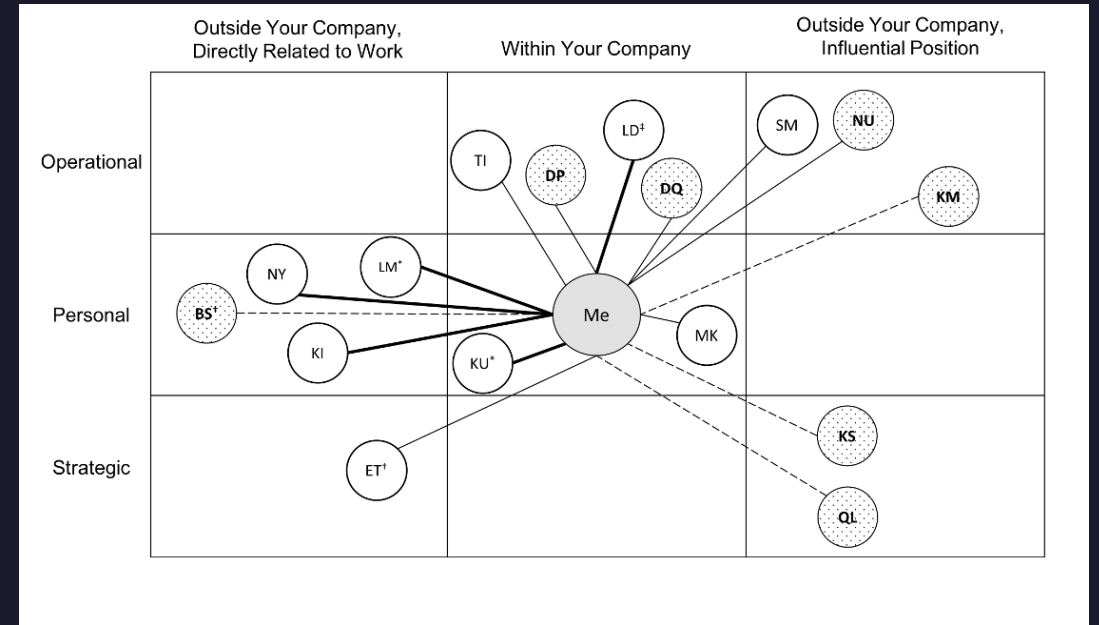


← Strong

← Moderate

← Weak

Behaviors of Connectedness



- Constant evolution
- Industry spanning
- Diversity
- Recognizing my internal and external barriers



Thank You

Mary Zolene Agbovi

magbovi@gmail.com

