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## Leadership: Principle 2 – Partner Up

### In Work as in Life, I Live by Four Simple Principles.

These principles keep me on course and facilitate every business and social interaction I have. This week's principle is below.

#### Principle 2: Make Partners

If you don't share, no one can help you. It's that simple. If you don't enlist your colleagues, business associates, family and friends in your goals, they can't support you in your mission.

In any interaction, there are always two sides: a buyer and a seller. All parties are there because at some level they want the transaction to occur. Find the common ground and engage the others in seeing the mutual benefit. Once all parties have ownership of the outcome, they will want a positive result. From that common ground, you can all work toward the same outcome – if you make them your partners.

If you missed my preview posts, get caught up here, [Principle 1: Tell the Truth](#).

Marilyn Tam, Guest Blogger

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