

# Friends With Benefits: Your Untapped Resource for Career Success



## Friends With Benefits

★★★★☆ 4.6 out of 5

Language	: English
File size	: 1869 KB
Text-to-Speech	: Enabled
Screen Reader	: Supported
Enhanced typesetting	: Enabled
Word Wise	: Enabled
Print length	: 21 pages
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In the competitive world of today's job market, it's easy to see other people as threats, but what if you could see them as potential allies? What if you could turn your network of acquaintances into a powerful group of friends who are invested in your success?

That's the premise of *Friends With Benefits*, a new book by Annie McKee and Richard Pascale. They argue that the key to career success is not just about who you know, but how well you know them. It's about building strong, mutually supportive relationships that can help you overcome challenges, reach your goals, and achieve greater success.

McKee and Pascale identify four types of friends that every successful person needs:

1. **Sponsors:** These are the people who are more senior than you and can help you advance your career. They can provide you with advice, mentorship, and opportunities.
2. **Peer pals:** These are your colleagues who are at the same level as you and can provide you with support and camaraderie. They can help you learn the ropes, navigate office politics, and stay motivated.
3. **Cross-fertilizers:** These are the people who work in different fields or industries than you and can provide you with new insights and perspectives. They can help you think outside the box and come up with innovative ideas.
4. **Collaborators:** These are the people who you work with on a regular basis and who share your goals and values. They can help you achieve your goals and make your work more enjoyable.

McKee and Pascale emphasize that building strong friendships takes time and effort. It's not just about going to happy hour or playing golf together. It's about getting to know people on a deeper level, understanding their needs and goals, and being there for them when they need you.

But the rewards of building strong friendships are worth the effort. Friends can help you:

- Advance your career
- Overcome challenges
- Achieve your goals
- Increase your happiness

If you're looking to take your career to the next level, start by building stronger friendships. Make an effort to get to know your colleagues better, both inside and outside of work. Be supportive and helpful, and be willing to go the extra mile for your friends. You'll be surprised at how quickly your network of friends can turn into a powerful resource for career success.

To learn more about how to build strong friendships and reap the benefits of friendship in the workplace, read Friends With Benefits by Annie McKee and Richard Pascale.

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