

# How To Find Your Best-Fit Joint Venture Partner With Less Time And Energy

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## **How To Find Your Best-Fit Joint Venture Partner With Less Time And Energy**

### **Joint Venture Emotional rapport: how do you know to go further?**

Is it possible to find a joint venture partner with no investment in time and energy? No. Is it possible to find someone to collaborate with in a business venture that benefits both, even all parties, with less time and energy than you might have imagined? Absolutely! There are opportunities both within your present sphere of contacts and everywhere you network, to attract the people who you want.

Just as in the Law of Attraction (LOA) that you might be familiar with, there is a process to bring these right joint venture opportunities to you and all in the course of your normal, daily conversations. It starts with getting clear on what you want. Then you need to be willing to relentlessly focus on this and enter into conversations with the same clarity and focus to keep this positive energy with you around the people who you meet.

### **\_\_\_\_ Getting clear on the Relationship**

So you have been seduced by the possible benefits of joint ventures. You've done the inner work to rule out alternatives that might get similar results. If you aren't clear about the alternatives and haven't

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done this work, then you want to get our free eBook, [Entrepreneurial Joint Ventures Boost Business Success](#). It will give you enough information to assure you that you have made the best decision and are ready to joint venture.

With that preliminary work complete, you are now on the path and have set an intention to find joint venture partner(s) where you can add additional streams of income, increase your mailing or eZine list, and enjoy the rewards of sharing talent and resources.

Have you thought through the characteristics you want in this partner? The LOA process can work easily for you once you get crystal clear on the qualities you want in this person. The operative word in LOA is – want.

I think back to many years ago when I was single and wanted to attract that marriage partner, for life. Most of us have had that time in our life of dating and wanting to find the perfect partner during that time. How detailed did you get in your mind about that one special person? For me some of my wants were: a man, good looking, slim physique, smart, showed either potential as a bread-winner or was already earning a family-supportive income, enjoyed children, wanted

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his own children, was fun to be with, and the picture in my mind just started there as the traits list went on.

But I didn't get clear that quickly and so the men I attracted for a while weren't quite fitting the bill. When I did decide to take the time and look into my heart as to all that I wanted, there he was. He showed up. Peculiarly at the same time, I was saying good-bye to a recent boyfriend. And here we are, 40 years later... still together.

While you don't have to have a want of a 40-year joint venture, you do want to be clear if you want a project, a short-term or a long-term venture. Notice in my preliminary description of my perfect mate, it is all about what I want. You don't see anything like; "I don't want him to be ugly," in my list. While I had no clue about the LOA at that time, intuitively I had an image in my mind of everything I wanted. If I had dwelled on anything I didn't want, that is what would have showed up.

The same thing applies to your attracting the joint venture partner who is going to be your best fit. Have you thought about the characteristics, values and qualities of this person whom you want to have a mutually successful business relationship with?

This is where to start. Stop now and make your list. Or you can create a mind map if you prefer. List as many qualities as you want to define

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your “ideal” or “perfect” joint venture partner relationship. You may want to jump start your ideas from part of my own perfect joint venture partner list:

- 1- They want a successful joint venture
- 2- Show up fully
- 3- Show up on time
- 4- Honest
- 5- Trustworthy
- 6- Similar or larger list size
- 7- Straight talker
- 8- Similar values of family, health and influence
- 9- Already has an internet presence
- 10- Will take time for due diligence
- 11- In the same time zone
- 12- Creative
- 13- Flexible

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- 14- Reliable
- 15- Willing to share in costs 50/50
- 16- Willing to share in profits 50/50
- 17- Values the JV relationship and work
- 18- Assertive
- 19- Communicates on a timely basis: 24 to 48 hours
- 20- A go-giver attitude and actions

My complete list is two pages but length is not as important as the specificity you hopefully get from this sample. Get it out of your head! I did, as you can see. No; I did not write down my ideal mate list many years ago. But I was crystal clear and highly motivated to find my man. Today we are doing more, being more and wanting more. So, let's not assume we easily take the time to get clear on anything we want, let alone a joint venture!

Get your description of your ideal joint venture partner down on paper and you can start and then continue conversations at a pace that will likely surprise you. Knowing someone to the degree where trust moves the collaboration forward is more easily facilitated with clarity. Even with the ideal joint venture characteristics, other variables may mean conversations take days, weeks and even months to reach agreement. The time frame is dependent on mutual clarity, trust and goals.

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One thing that can enhance the trust is to share this list with your potential Ideal Joint Venture partner. Make it part of your exploratory conversation. Joint venture success is more of building rapport and trust in both the beginning and ensuing conversations. When you get clear about what you want in a joint venture partner, you will find you also attract someone who is likely as this same stage in his or her search for collaboration. Willingness to share each other's lists puts you and this potential partner at a similar starting point and you feel more connected with commonalities.

One of the reasons for joint venture breakdowns is lack of rapport and regular communication that fits both partners' preferred styles, which can lead to micromanaging or cheating. Issues like this can be minimized if the partners take time early on to communicate the factors that are most important to each, thereby deepening rapport and trust.

“The power of intention is the power to manifest, to create, to live a life of unlimited abundance, and to attract into your life the right people at the right moments.” - Wayne Dyer

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Are you ready to commit to a joint venture? And – even to have more fun? We’ve got more help for you with the following practical easy-to-implement tools starting with this:

- 1) Perfect Pair of 2 eBooks, ‘Entrepreneurial Joint Ventures: Boost Business Success as well as Psychology + Soul, [here](#).
- 2) Look at and listen to the previously recorded ‘JV Matchmaking: How compatible are you?’; get it [here](#).

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### About the authors:



*Monique MacKinnon is a globally recognized creativity expert, speaker, and e-book and article author. Her specialty is helping passionate entrepreneurs who need more direction, focus and accountability to monetize their abundant ideas, talents and interests. Monique's work is grounded in both practical and esoteric principles and includes expertise in hand analysis (via <http://www.handanalysis.net/>) and Neuro-Linguistic Programming (NLP via <http://www.wel-systems.com/>). Monique has 21 years' experience in marketing, management, training, consulting and coaching. She was also featured in Time magazine for her inspiring workplace fitness leadership role and contributions at Fitness & Amateur Sport Canada. To receive a free subscription of the "WalkYourSoul" newsletter publication and receive a free assessment and article '6 Costly Mistakes to Avoid...Being Your Own Boss', visit <http://www.energeticevolution.com>*



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