

# Smart Notes

How to Build Successful Corporate Relationships  
with Paul Springthorpe of Ryan Companies US, Inc.



1. Ryan Companies is built on customer relationships. Springthorpe's advice to firms is to stop thinking about client projects and start focusing on your client's business. To do this, you must start with internal alignment. Companies that take time to market internally first will gain a strategic edge over the competition.
2. Patience and consistency in relationship building will pay off. Springthorpe uses the analogy of farming versus hunting when describing Ryan Companies' business approach. He talks about the importance of nurturing and building on established client relationships by taking the time to invest and build a partnership with your clients.
3. The best thing a company can do for their partners or clients is to make it easy for them to work with you. The more you know about your client's business, and the more aligned you are internally will help simplify the process.
4. Springthorpe says companies or individuals looking to partner or work for Ryan Companies should do the following:
  - Visit the Ryan Companies website and get to know more about their company and values. Determine if your company is a good fit and what you would offer in a partnership: <https://www.ryancompanies.com/>
  - Reach out to the market leaders through the website: <https://www.ryancompanies.com/people>
  - Ryan Companies is always looking to hire talent in the design and construction space. Check out their careers opportunities on the website to see if you would be a great fit for the team: <https://www.ryancompanies.com/careers>

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