

Why is learning to network important?

- Networking is one of the most important skills in business, yet 42% of people are not confident in their skills
- Networking is more than growing a list of names. It's about results. It's about long term relationships with a select group of people to improve your results and your life!
- Networking helps to nurture your IMPACT100™ list of relationships

How do I start networking?

MAKE A NETWORKING PLAN

STEP 1

Decide why you want a new or continued relationship in your network

This will help you plan how you spend your time.

STEP 2

Take action, be prepared, be consistent, be polite

Reach out to people & make sure to prepare questions ahead of time

STEP 3

Ask for what you want and give to other people

Ask if they would be willing to help you attain a goal & how you can help them

Are you nervous to network?

YOU ARE NOT ALONE

Everyone has fear and doesn't want rejection. This is not a unique feeling- reach out to your friends and ask if you don't believe us!

KNOW ONE, MEET ANOTHER

Go to events with someone you know and meet someone there. You can easily build your network, with the comfort of knowing someone will be there for you if you need it. This still works in today's virtual age!

FIND WAYS TO CONNECT WITHOUT FACE TO FACE

Try an email, a phone call, send an article, like their post on LinkedIn- anything is a step in the right direction!

3 Tips for Sharing Your Network



Have a strong and diverse network, variety matters



Find out if your network wants to help other people and make referrals



Build reciprocal relationship to reach goals and to demonstrate you care

Tactics to Engage with Your Network

Build a To Do List on your schedule each month to connect with 3 people

Plan weekly lunches with a key person from your network. Become a regular.

Send an article you have written each week to a different person

Send a letter or piece of mail that reminds you of someone- in a world of digital communication, written word means a lot