

Create Profitable Networking Opportunities

WORKSHEET #1

How To Use This Worksheet...

1. You can print out this Workbook or save it on your computer or other electronic devices. And you also have a Notes section at the end of this Workbook to add even more thoughts and comments to help you make the most of this lesson so it helps you develop your **aptitude** as much as your **attitude**, both tangibly and intangibly, so you **apply** them more effectively to help you **achieve** what you want to.
2. Enjoy making the most of these tips, thoughts and techniques and remember the No.1 rule of learning anything: It's about TAKING ACTION and IMPLEMENTING so YOU ACHIEVE RESULTS! So...all you need to do **now** is to decide the following: **WHAT ACTION ARE YOU GOING TO TAKE WITHIN THE NEXT 24-48 HOURS TO MAKE THIS HAPPEN!?**

Now For The Good Stuff...!

Networking is one of the most powerful ways of enhancing not just our lives, but the lives of others, professionally, financially, socially, emotionally, culturally, and in other ways. And it's one of the best and easiest ways of expanding your personal and professional opportunities.

But networking is not about seeing what you can get out of people. Alas, this is the view too many people have...that it's mercenary and mechanical rather than nurturing and natural. Networking is about building relationships and, if anything, it's more about giving than getting. It's not about selling – certainly initially. Perhaps at a later stage. It's about inviting people to buy. There's a difference.

Networking can happen anywhere:

- Business meetings
- Public transport

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- Public places (parks, stations, shopping malls)
- Social occasions
- Anywhere we come face to face with someone (exhibitions, corporate events, parties, etc)

The essence of networking is about being yourself with someone in such a way that you get them to enjoy being themselves with you without expectation on either side.

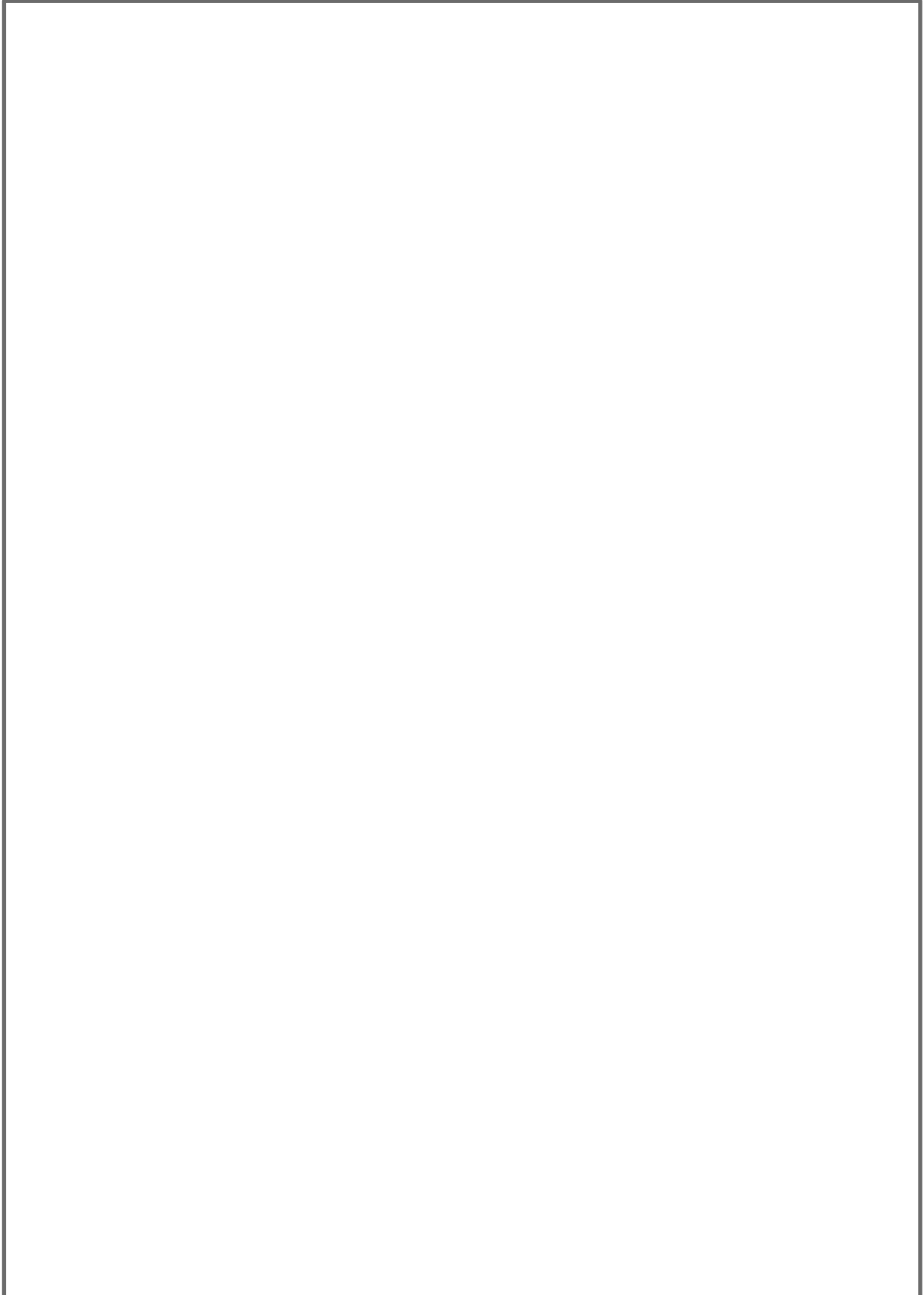
So, to help you be open to creating your own networking opportunities, write down two lists of at least 10 of the following two categories:

1. **Places** (from work, gym, parent support groups, hobby locations and even Scottish lochs) where you can develop opportunities for you...and for others
2. **People** (from work colleagues, family, friends to those random others you meet at sporting, cultural, social and even shopping occasions) with whom you can develop a mutually helpful relationship

You'll be surprised at just how many opportunities there are out there. And there'll be ones that have been right there, under your nose, that you just hadn't noticed.

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NOTES...

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