



CHAPTER 5

IMPROVEMENT AND YOUR SOCIAL NETWORK
IF YOU WANT TO GO FAR & FAST, GO TOGETHER.

OBJECTIVE

What kind of conversations are you having? Are you:

1. Managing transactions.
 2. Building rapport.
 3. Creating opportunity.
- Read more on page 105.

WHAT READERS SAY

"This is a must read for anyone wanting to advance in their career. Chapter 5 "Improvement & the Social Network" is my favorite chapter, focusing on building "Team You" and how becoming better is working smarter through your network. It will help you re-evaluate the way you work."

-Caroline J.

5-Star Amazon book review

1. BUILD TEAM YOU.

Who do you spend the most time with?

Pages 91-95

Make a list of 10 people you want to spend MORE time with.

Make a list of 10 people you're already spending time with.

Make a list of 10 people you'd like to spend LESS time with.

2. WHO'S ON TEAM YOU?

Pages 96-97

3. WHAT'S THE 4TH QUESTION YOU'D ASK?

Pages 102-103



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