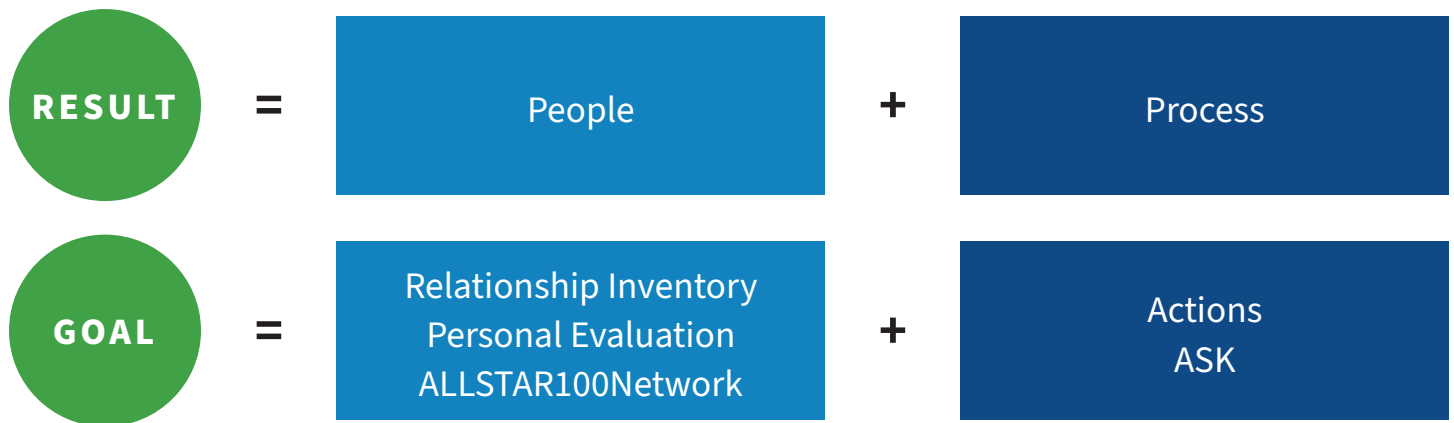


SCRATCH PAPER



GOAL SETTING

1 Day _____

1 Week _____

1 Month _____

3 Month _____

1 Year _____

PERSONAL EVALUATION

Specific Words to be Known For and Places to Show Up:

ON AND OFF THE SCREEN

RELATIONSHIP INVENTORY

Categories _____

Types _____

Gold / Silver / Bronze _____

Access / Partners / Play Up _____

ASK & NUTURE

SAMPLE NETWORKING PLAN

GOAL:

1. Combine names to build an ALLSTAR100 in 15 days
2. Conduct a Personal Evaluation to show up consistently on and off the screen
3. Find 2 referral partners in 60 days

PERSONAL EVALUATION:

1. Develop a story to tell when connecting to become memorable
2. Become prepared to network and develop a list of 5 go-to questions to ease my nerves and have a greater impact

ON AND OFF THE SCREEN:

1. Read the Go-Givers book
2. Work on my Growth Mindset, the long game of relationships
3. Develop daily Habits and review them
4. Give more than I take, scaredy cat, connector or ALLSTAR networker

RELATIONSHIP INVENTORY

1. Review emails, phone, LinkedIn, etc
2. Which 3-5 events/memberships I am going to be active with. (This means show up!)

ASK & NURTURE

1. Measures, how do I know I've been successful?
2. Send 10 follow-up emails a week