

4 ways to **BUILD YOUR NETWORK**

“Relationships are all there is. Everything in the universe only exists because it is in relationship to everything else. Nothing exists in isolation. We have to stop pretending we are individuals that can go it alone.”
—MARGARET WHEATLEY

01 **Be Opportunistic!**

All encounters are opportunities to build your network.

Start the conversation, relieve awkward moments, introduce someone.

Foster genuine connections, be truly interested in the other person.

02 **Be Intentional!**

Nurture existing relationship, spend quality time together.

Be prepared - before events research the attendees, sponsors, speakers.

Surround yourself with both supporters and challengers.

03 **Be Pragmatic!**

Learn to conduct a concise, impactful 20 minute meeting.

Broaden who you can learn from.

Shared experiences builds connection - invite others to walk, eat, travel, or attend events with you.

04 **Reciprocate!**

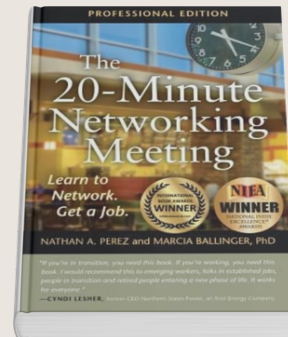
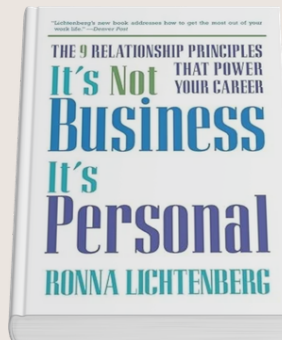
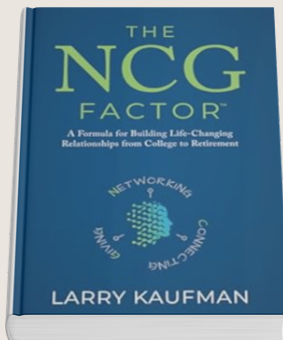
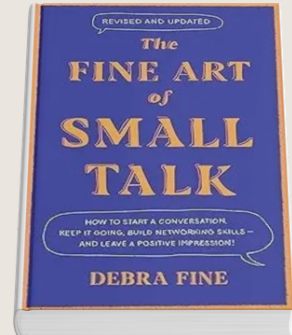
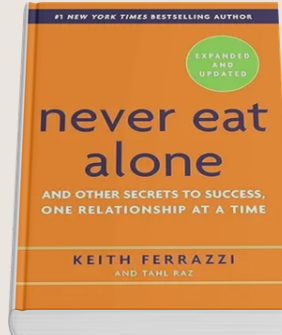
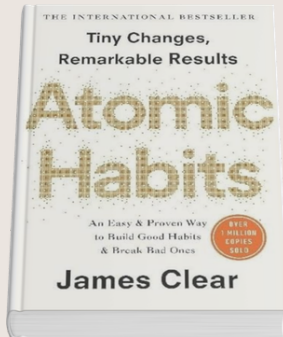
Connect people in your network, make warm introductions.

Recognize opportunities to be a mentor, sponsor, ally, advocate.

Share your time, expertise and resources to help others succeed.

BUILD YOUR NETWORK

RESOURCES



"It's better to give before you receive. And never keep score. If your interactions are ruled by generosity, your rewards will follow suit."

— Keith Ferrazzi

"Start thinking of strangers as people who can bring new dimensions to your life, not as persons to be feared."

— Debra Fine

Ready to empower your team or
elevate your next event?
Let's talk about how we can work
together to drive real results.



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