ENABLE EXERCISE #21
Building Your Social Network

IN THE NEXT WEEK.....

1. Review your calendar for the last 6 months and identify three people you have spent the most time with. Are you satisfied with their influence on you?

2. What can you do to spend time with others in your personal/professional network that can provide the same level of influence?

IN THE NEXT MONTH.....

1. Introduce two people who don’t know each other but you think should be connected.

2. Think of a problem, challenge or need you currently have. Ask for a connection to a new person outside your current network who could help.

3. If you were laid off from a job or struggling in running your own business, who are the 10 people you would contact for assistance, advice or information? Make a breakfast, lunch or dinner appointment with each one now to strengthen your current professional or personal relationship.

IN THE NEXT QUARTER.....

1. Create a “networking fund” and add a small amount of money each month for meals, travel or other purchases (e.g., buy a book for someone you think might value it). Use this fund to extend your professional contacts and network or strengthen your existing one.

2. Identify, join and become active in a professional association that offers networking, continuing education and career development opportunities.