

Not enough  
time to be  
a good,  
confident  
networker?



## NETWORKING MYTHS QUIZ

*Select yes or no for each statement below.*

- 1** I'm not that interesting, why would people want to work with me? ☐ Yes ☐ No
- 2** I am not sure I know enough people in my network to grow sales. ☐ Yes ☐ No
- 3** Most people who like to network are braggers, I don't want to brag or boast. ☐ Yes ☐ No
- 4** I don't know how to talk to people for my professional advancement. ☐ Yes ☐ No
- 5** I used to go to events and meetings but I didn't see any results. Networking online is so much more challenging. ☐ Yes ☐ No
- 6** I don't have time to research people very well online. ☐ Yes ☐ No
- 7** My network is not very diverse by age, gender, race etc. ☐ Yes ☐ No
- 8** I don't have a process for building relationships. ☐ Yes ☐ No
- 9** I don't know how to take action with my network. ☐ Yes ☐ No

**TOTAL** Yes \_\_\_\_\_ No \_\_\_\_\_

More than 3 yes's slows down your impact.

Take action with these four strategies and invest in your network.  
Everyone wins and gets better results.

**1 Build a strategy for developing your network.**

You will reach your goals faster and members of your network will reach their goals too.

**2 Become more self-aware and know the value you provide to your customers.**

Self-aware people achieve better performance outcomes.

**3 Develop an IMPACT 100™ relationship list.**

Determine and reach out to the ideal people to work with in your network. Categorize or prioritize them into platinum, gold and silver contacts.

**4 Spend 30 minutes each day taking intentional action to meet, develop and maintain relationships with key people.**

Phone calls, texts, LinkedIn, mailing articles and handwritten notes are ways to get started.



**TO BECOME A FRONTRUNNER**, join our coaching programs and training sessions by contacting Cathy Paper, M.A. at 612-349-2744 or [cathy@frontrunnernetworking.com](mailto:cathy@frontrunnernetworking.com).

[www.frontrunnernetworking.com](http://www.frontrunnernetworking.com)

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HIGH LEVEL NETWORKING

