



## Are you a “Power Networker”?

Take a look at your skills, behaviors and attitudes. Are you as effective as you’d like to be as a networker? Rate yourself on a scale of 1(needs improvement) to 5 (I’ve mastered!).

### Knowing Yourself

- 1. I clearly understand my expertise and the value I bring to others.
- 2. I know my top 5 referral sources.
- 3. I know how much of my total business has been generated by my top referral sources.
- 4. I have a written plan for networking.
- 5. I’ve completed my networking tree and understand where referrals can come from.
- 6. I always have my business tools with me.
- 7. I have a great 20, 30 and 60 second “elevator pitch”.
- 8. I have a system for my networking contacts.
- 9. I prepare for networking meetings and events.
- 10. I look for value from every contact I meet.

### Referrals

- 1. I actually ask for referrals.
- 2. I am comfortable asking for referrals.
- 3. My requests are clearly stated so the recipient understands just what I’m looking for.
- 4. I carry my networks business cards with me.
- 5. I actively look for referrals for others expecting nothing in return.
- 6. I respond to referrals within 48 hours.
- 7. I run my business with integrity and professionalism – always.
- 8. I belong to at least 1 networking group.

### Nurturing Your Network

- 1. I follow-up with new contacts after meetings and/or events.
- 2. I send hand written notes.
- 3. I meet my fellow networkers for 1-to-1’s on a regular basis.
- 4. I invite my top referral sources to breakfast/lunch on a regular basis.
- 5. I have a system for following up with my network on a regular basis.
- 6. I make personal introductions when appropriate.
- 7. I play the “host” at networking functions ensuring everyone is engaged in conversation.

*It’s not necessarily who you know, but who knows you!*