



What is Your Network Worth?

The Federal Bureau of Labor did a study recently that reported 70% of all business comes from word of mouth or *networking*. Studies have shown that referrals generate 80% more than cold calls.

You do the math...what is your network worth? And, do you want more?

My top 5 Referral Sources are:

How much of my total business has been generated by my top referral sources?

Who are the most important people you need to meet this year?

Who would you like in your network that isn't already in it?

How do you nurture your network?

It's not necessarily who you know, but who knows you!