



Adapted from *Power Networking*, by Donna Fisher & Sandy Vilas,
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Action Plan

Grow by Donna Fisher

your network in a time-ly and appropriate manner.

& Sandy Vilas

Relationships develop best when they are given time, energy, and caring attention. 'A thoughtful person is a remembered person.' Gain value from every contact: appointment, sale, new contact, information that supports your project, additional leads, ideas that contribute to your work. Learn something that will help you to be more effective in future networking interactions. Develop an Action Plan that will help you get in the habit of nurturing your networking:

adapted from
Power Networking: 59 Secrets for Personal and Professional Success

Communicate.



Designate a certain time in your schedule to:

- call at least one person every week whom you have not talked to in at least 90 days.
- write notes. Send one per day. Keep notecards handy. Once a month include a thank you note to someone you don't know.
- send a gift as soon as possible when another person has served or supported you.
- send clippings and articles from papers or magazines.
- invite people in your network to events that you are participating in when you know that the event would be of interest or value to them.

Have system.



Use a data base program that has efficient sorting, retrieving, and scheduling capabilities. Develop a business card organizing systems and review regularly.

Choose mindset.



Develop a 'networking action plan. List the project tasks and who you can contact for support, information, or assistance. List the

result you want. Form a clear request for assistance.

- Start conversation with anyone who comes within 3 feet.
- Have a lunch meeting with one of the officers to learn about the club's activities and committees.
- Schedule to review the network quarterly.
- List ten ways by which you can increase the quality of the product or service that you offer.
- Call three people in your network and offer help.
- Keep a networking journal. Include stories, examples, quotes, affirmations, and visualizations.

Hire a coach.



Consider using the services of a coach for any project or aspect of your life, as an effective way to manage yourself and set yourself up for success. Athletes would not consider approaching a game or athletic feat without a coach to help guide, direct, give feedback, and support their success. Use the same concept in various areas of your life.

- Does it serve to turn your health over to a fitness coach, nutritionist, or doctor whom you trust?
- A financial coach can be the impetus for you to set up your budget, plan your retirement, and manage your finances so that you can attain financial independence.
- A business coach can provide objective feedback, support that keeps you on target, and insurance against falling back into the Lone Ranger mode.

Networking is a way of life designed around a foundation of relationships and supported by clarity of purpose and an attitude of service. Keep networking forefront in your thoughts. People want to participate and contribute, to serve and support one another. They want a community, country, and world where people are working together rather than fight, praise one another and celebrate accomplishments rather than hurt each other, where the quality of life is positive rather than depressing. How can you contribute to something that seems so big and beyond your grasp? Start by networking with each other for the good of all. Develop your ability to communicate effectively, listen with interest, ask for support, and develop strong bonds within your families, communities, organizations, and society. ❁