

6 Grand Principles of Networking Workshop



Hosted by:



Susan Jarema

President New Earth Marketing
and the co-founder of the Grand
Connection



Carolyn Cooper-McOuatt

CIO (Chief Inspiration Officer) of
Inspired Business and the co-founder of
the Grand Connection

Networking Tips



Smile – share your enthusiasm for what you do and what you stand for. Share the positive vibes!



Eye contact – connect with intention and curiosity and interest!



Say your full name clearly.



Be brief and direct – speak to your audience in the break out room.



Know when to listen – 2 to 1 = Listen twice as much as you speak and ask open ended questions.



Follow up – The fortune is in the follow up. Build relationships of trust, respect and understanding of value together.



Book the meeting in the meeting = have your calendar link ready to drop in the chat.



Have various introductions. Personalise your pitch to create intrigue and interest. Have fun, be engaging.

Add your own:

Example Introductions:

Love | Hate | Create:

What I love is when....

What I hate (pain points, challenges)

So I created (share how you are the solution)

Purpose Formula:

Name & Business Name

My Purpose | Mission | Calling - is to...

For Whom? Your audience description
(Ideal Clients) ...

Who wants to ...

Problem, Solution, Method:

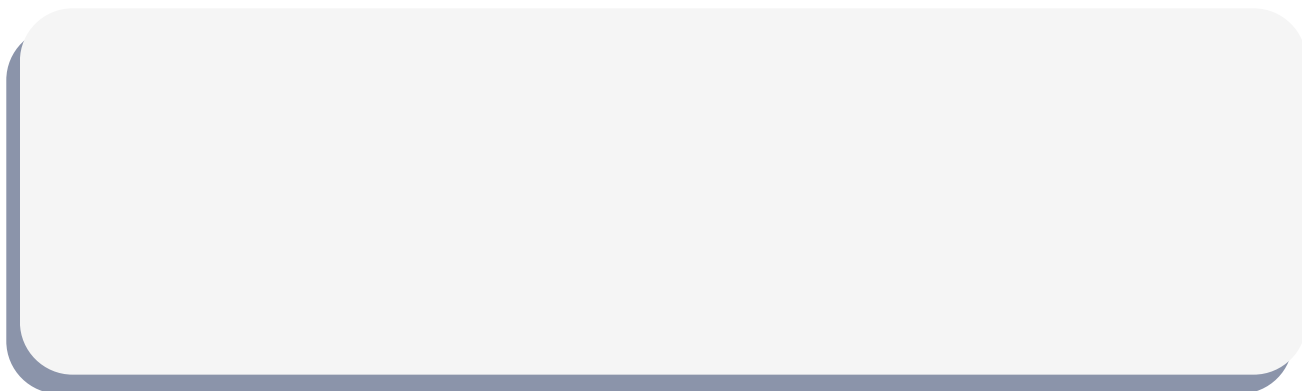
Ever notice that [add your ideal client]
have [add problem].

Based on my experience [add something to build
trust].

I [add your solution] who [add the results] by
[add your methodology].

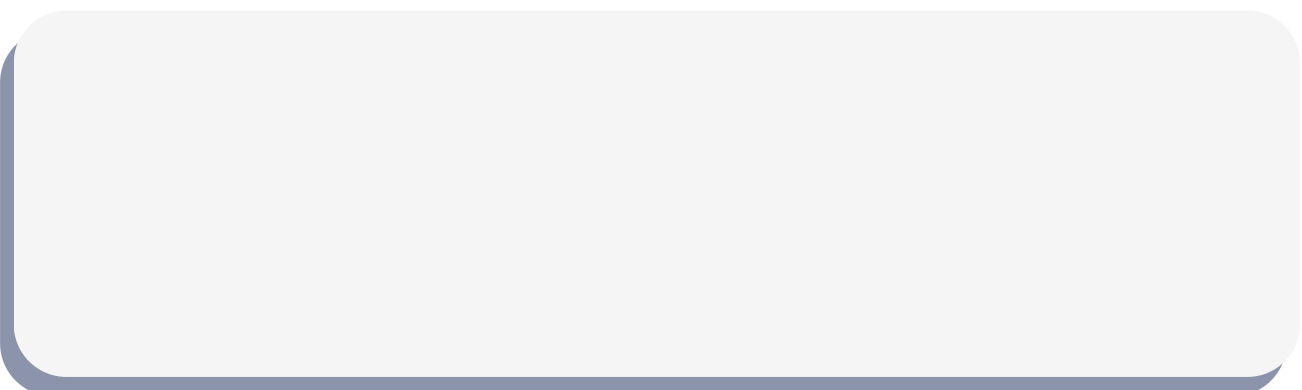
What are some interesting facts that are memorable?

(stats about your industry, the challenges your clients face and overcome, a great quote)

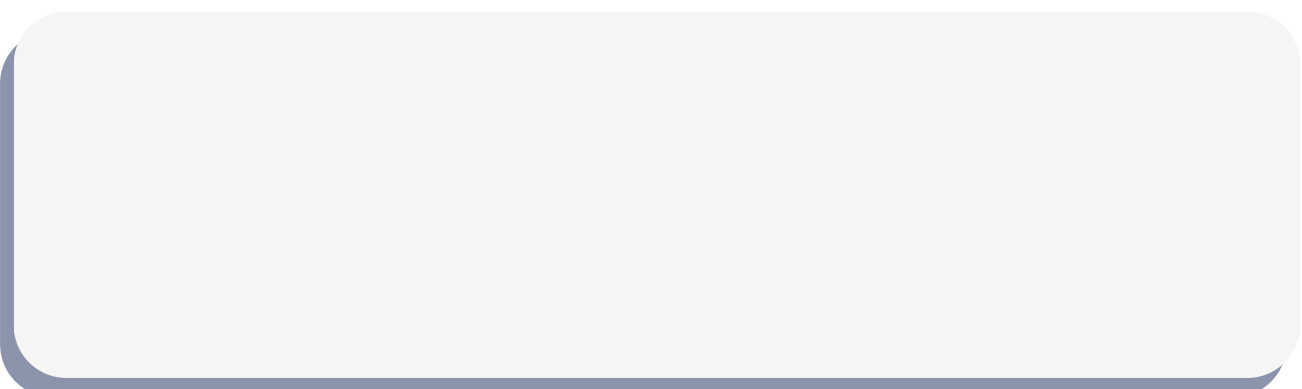


Is there something unique about you that may be fun and/or an interesting truth you could share?

(fun fact, hobby, interest, purpose or passion, celebration of a client's win, successful collaboration partnership)



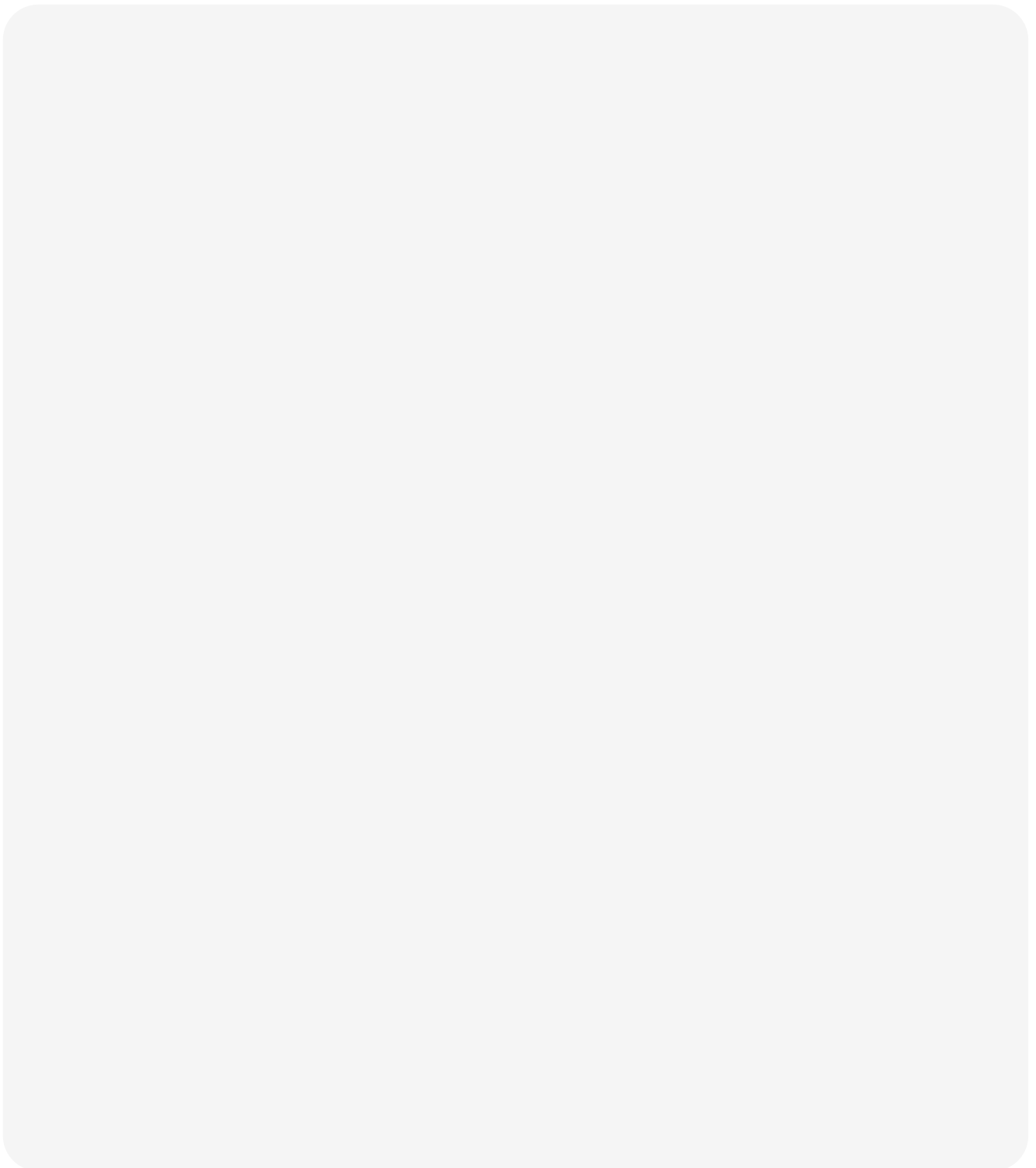
Do you have a catchy tagline you can end with that is memorable?





Your Introduction

Craft your own introduction. Make notes here as you go along and gain more clarity.



Assessment Day 1

Rate yourself from 1-6

Where Am I?

1	2	3	4	5	6
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- **Clarity of Networking Goals & Intentions**
(desired outcomes from investment?)

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- **Professional Presentation**
(background, lighting, camera)

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- **Communication Effectiveness**
(customized to the group, be present, listen & connect)

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- **Clarity of Target Audience**
(Ideal clients – who you best serve)

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- **Clarity of the Problems you solve**
(Specific problems that you address & solve)

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- **Clarity of the Solutions you provide**
(Detailed outline of the solutions and benefits that you provide)

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- **Building Trust & Credibility**
(true to your word, integrity, follow through and follow up)

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- **Success Stories | Transformation**
(the before and after stories of transformation with your clients)

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Clarity

What are your core values?

Who is your audience?

What problem do you solve?

How do you solve the problem?

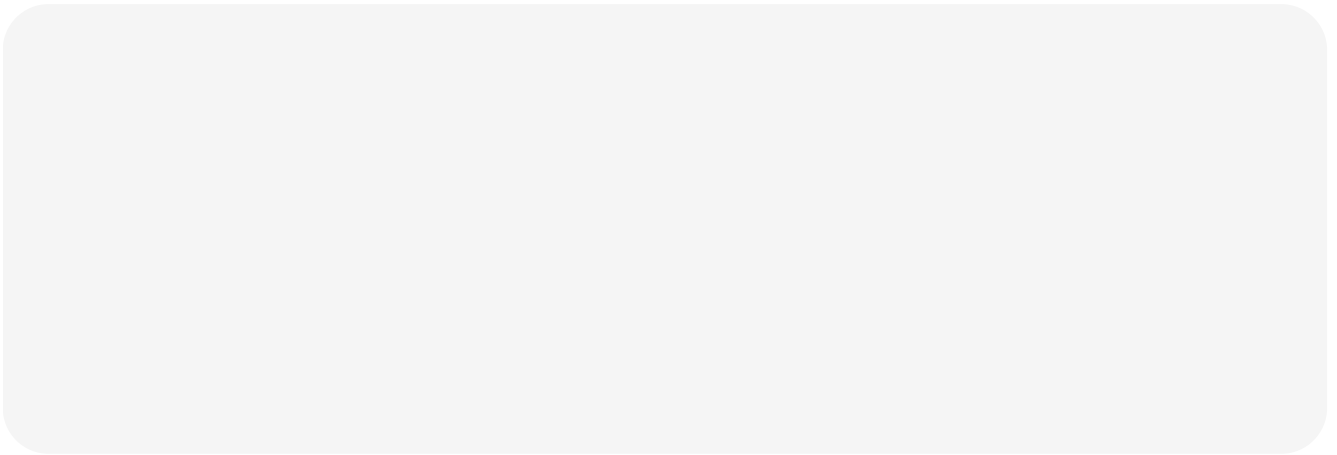
Value

What value do you represent? (Ask your clients and strategic alliances)

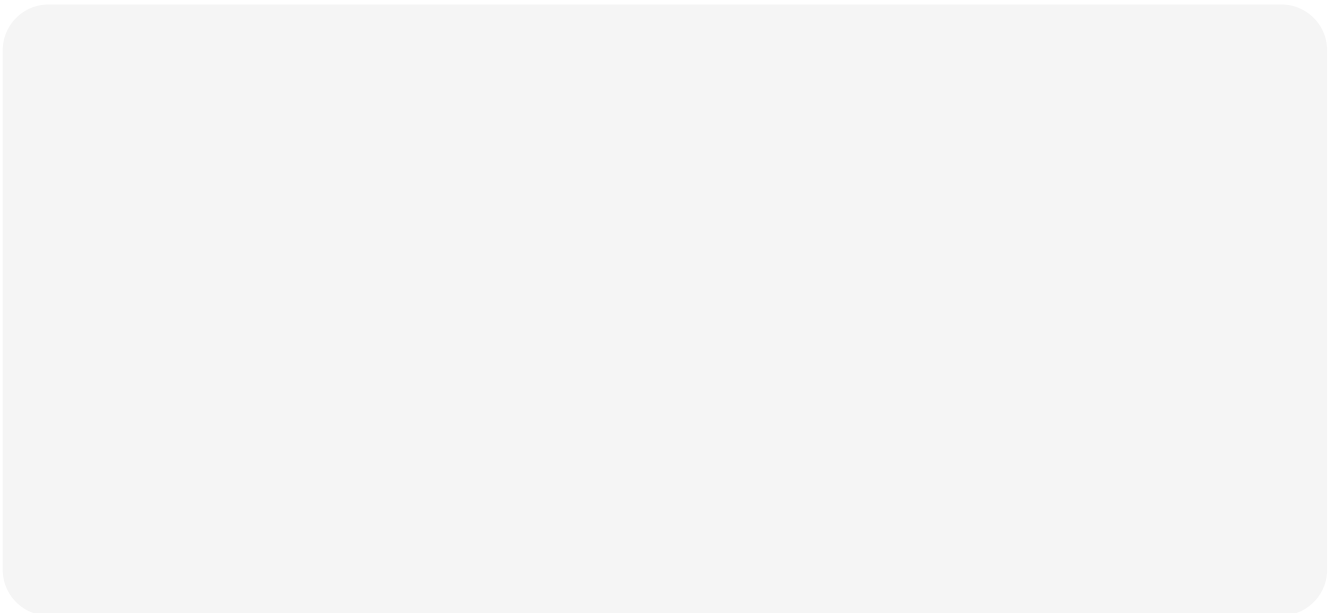


Trust

What factors build trust for you?



How can you build more trust with the people you meet?

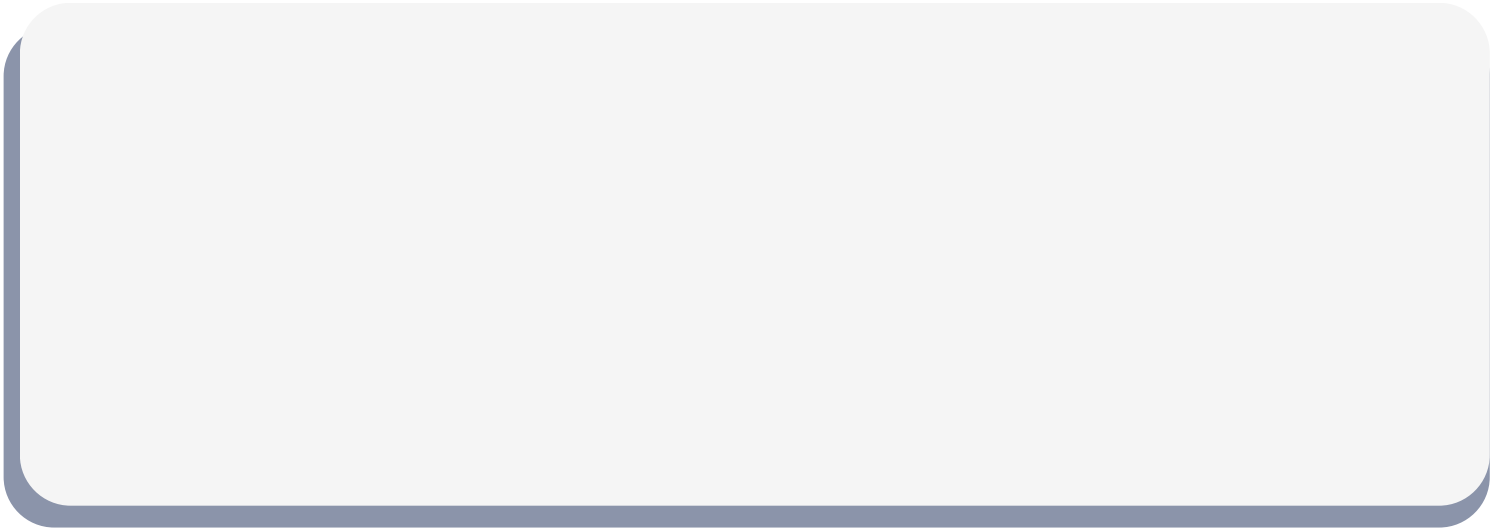




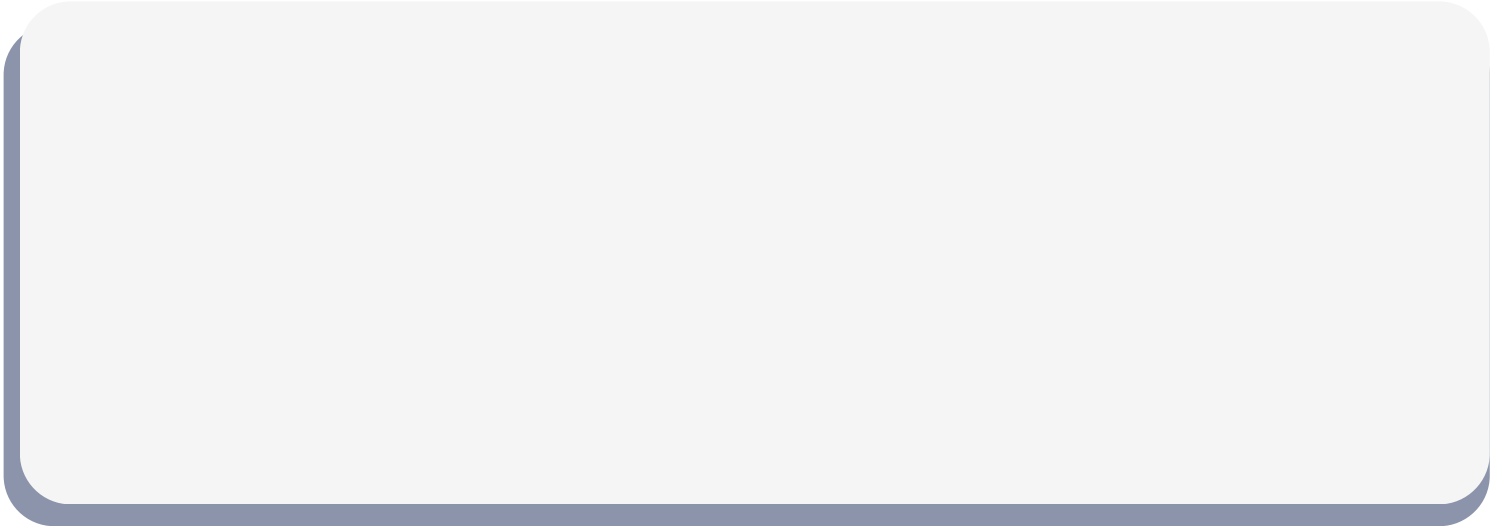
Grand Giving

Grand Giving is the underlying foundation of our three core values – connect, create and collaborate. It is through being in service in our community that we support each other and grow through sharing resources, skills, expertise, connections, referrals and opportunities. “Grand Giving” allows each business to share in a win, win relationship (Grand Connections) to support each other to level up and leverage each other’s expertise to grow profitable businesses together. Together is better!

How can you be of service to the businesses you meet?



What can you contribute first when you meet someone?



Finding Good Referrals & JV Partners

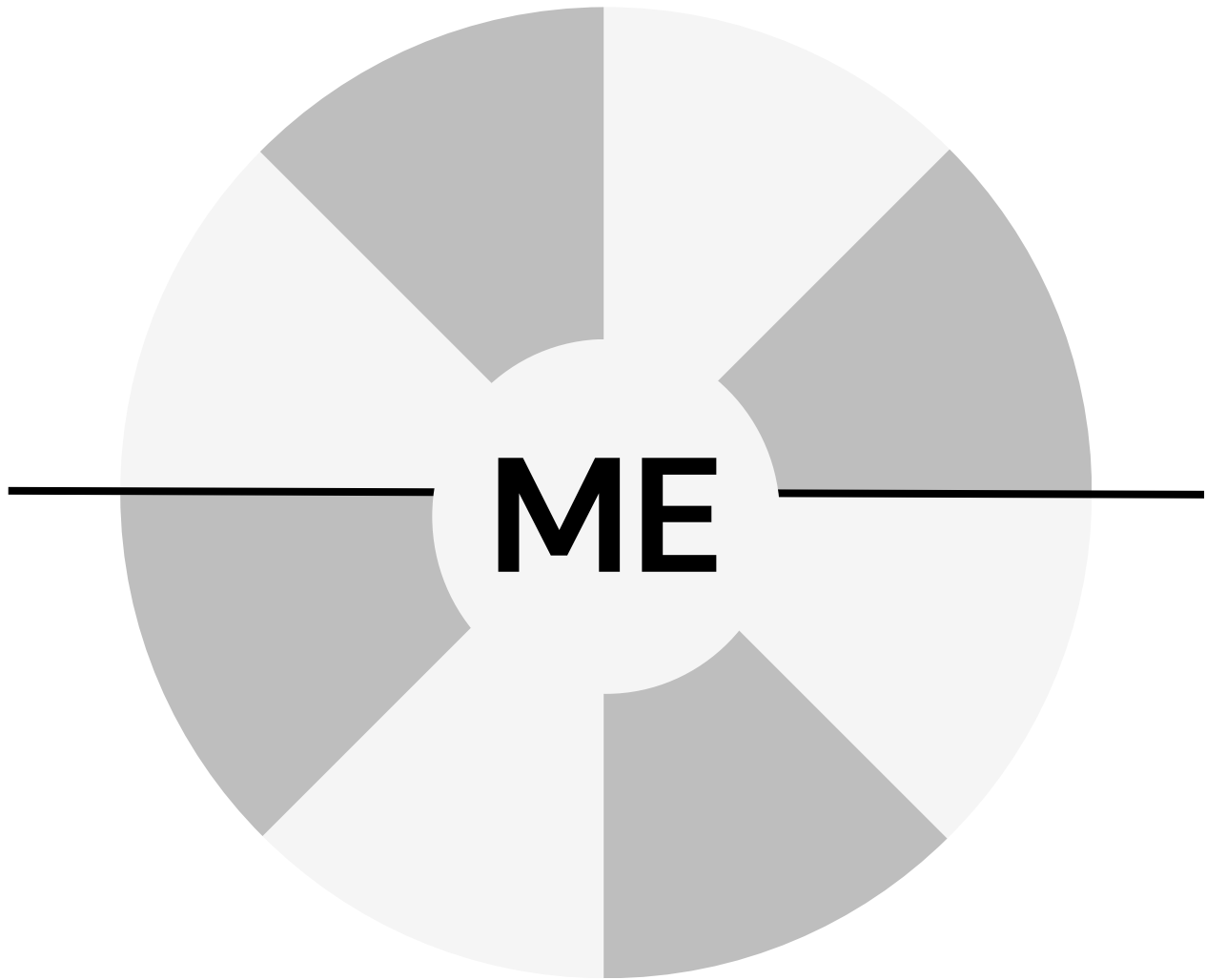
What problem(s) do you solve for your clients?

Who are the people and/or businesses that notice this problem(s)?

What problem(s) do you notice when working with customers that you can refer to someone else?

Describe your ideal referral partners?

Referral Circle

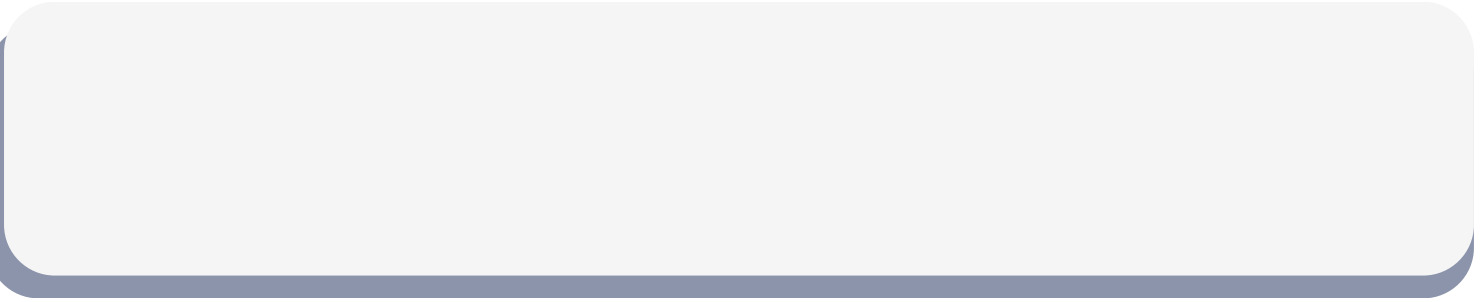


How can other people best refer you?

What can other people look for or listen for to better refer you?

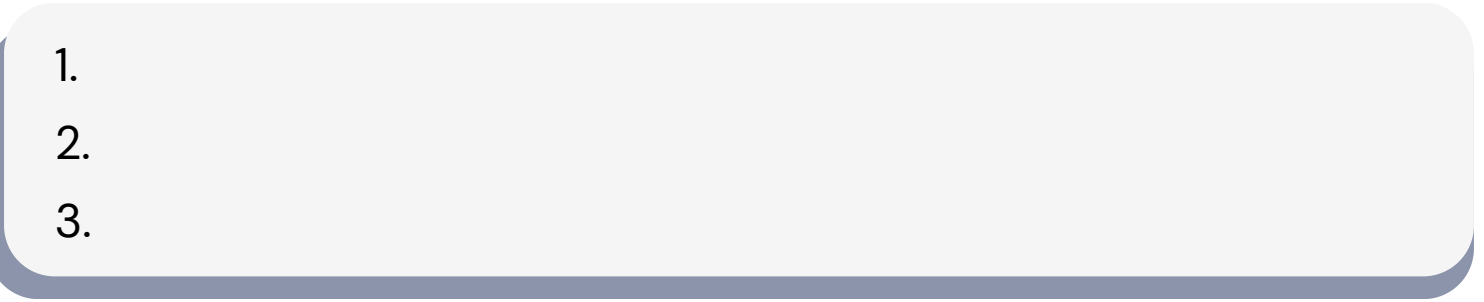
Take Aways & Action Steps

What are your big takeaways from today?

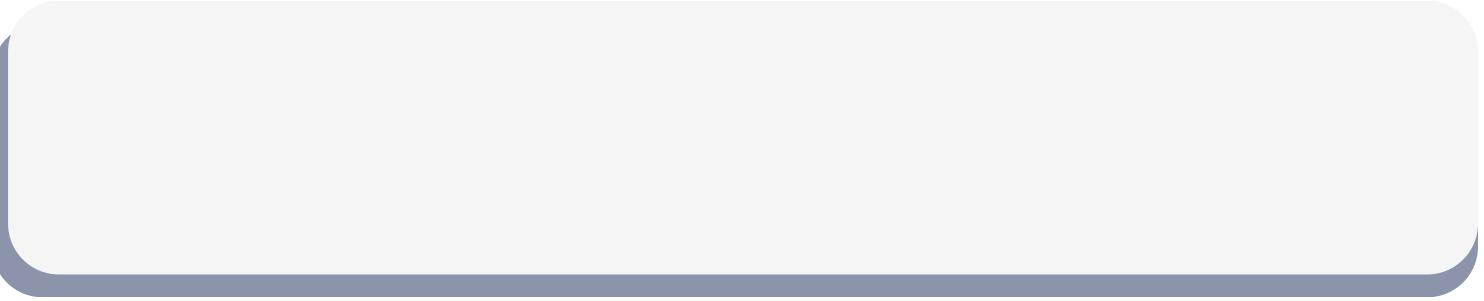


List 3 action steps that you commit to taking:

- 1.
- 2.
- 3.



List your accountability partners and contact information:



Assessment Day 2

Rate yourself from 1-6

Where Am I?

1	2	3	4	5	6
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- I am organized, prepared and set my intentions before each networking meeting
- I follow up with each person I intend to
- I have my calendar booking link ready to share
- I book meetings in the meeting
- I have my links ready to share (website, LinkedIn, upcoming events, etc.)
- My LinkedIn profile is current & up to date
- I have my lead magnet opportunity ready to share to build my email list
- I wake up each day motivated and ready to build my grand connections and strategic alliances.
- I have a support team around me that is available when I need them
- My vision is aligned with my values and purpose and I'm moving forward towards my goals

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Follow up

Who will you follow-up with today?

List your current accountability partners:

What are your reasons for the follow up? Explain the win/win/win relationships that can be created? Think through the value that you represent.

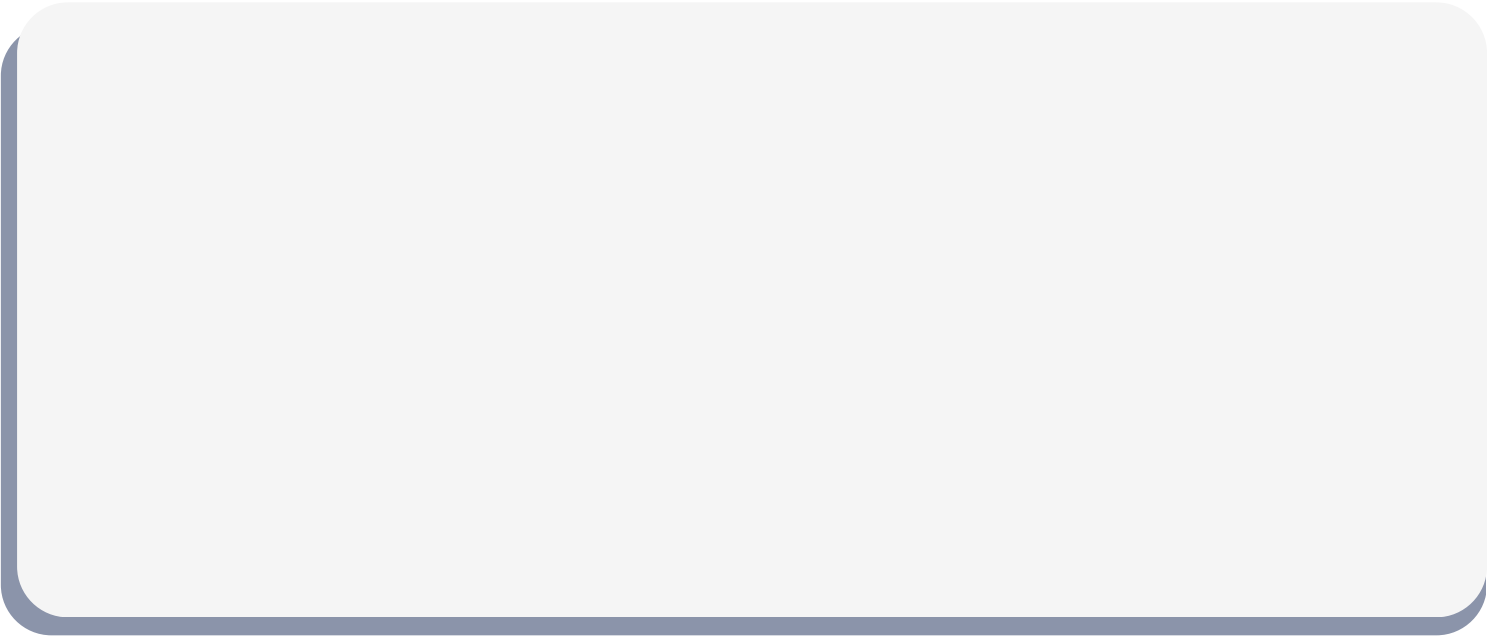
How are you going to follow-up?

When will you follow up?

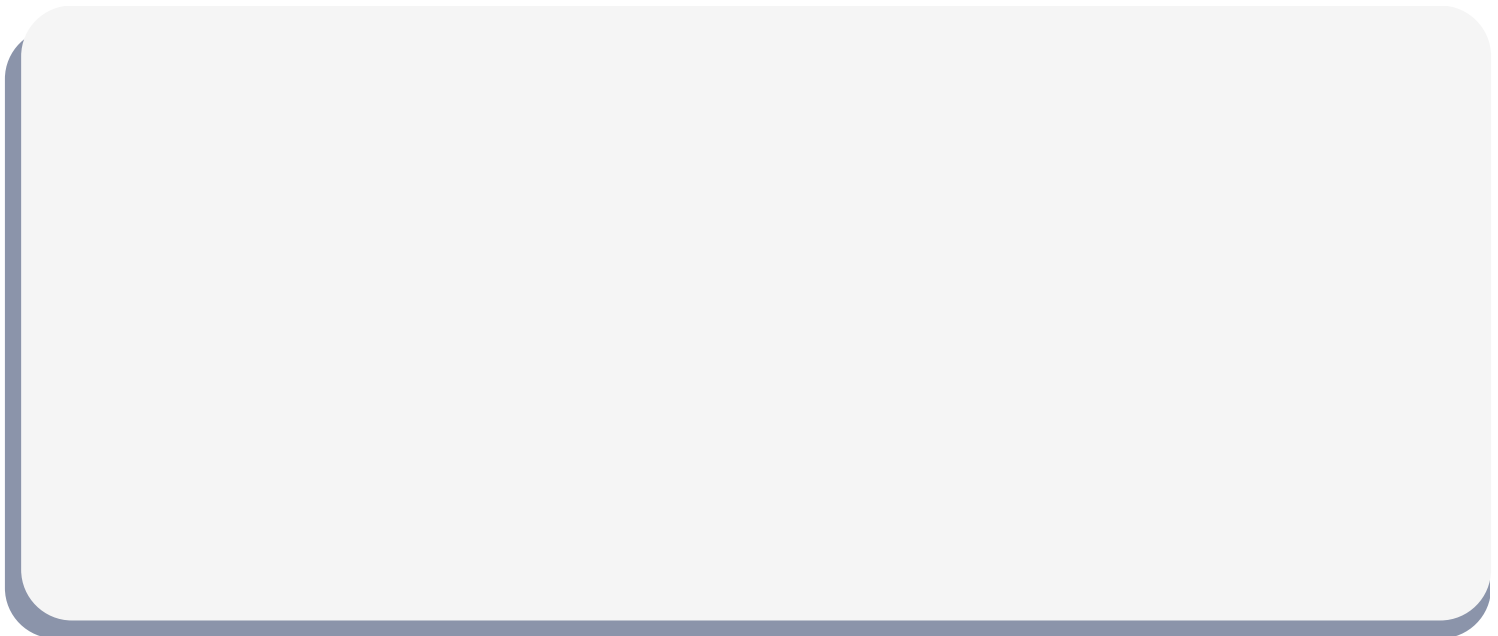
What are your steps in your strategic process (system) to build trusted relationships?

Systems

What systems do you already have in place that you are happy with and are working well?



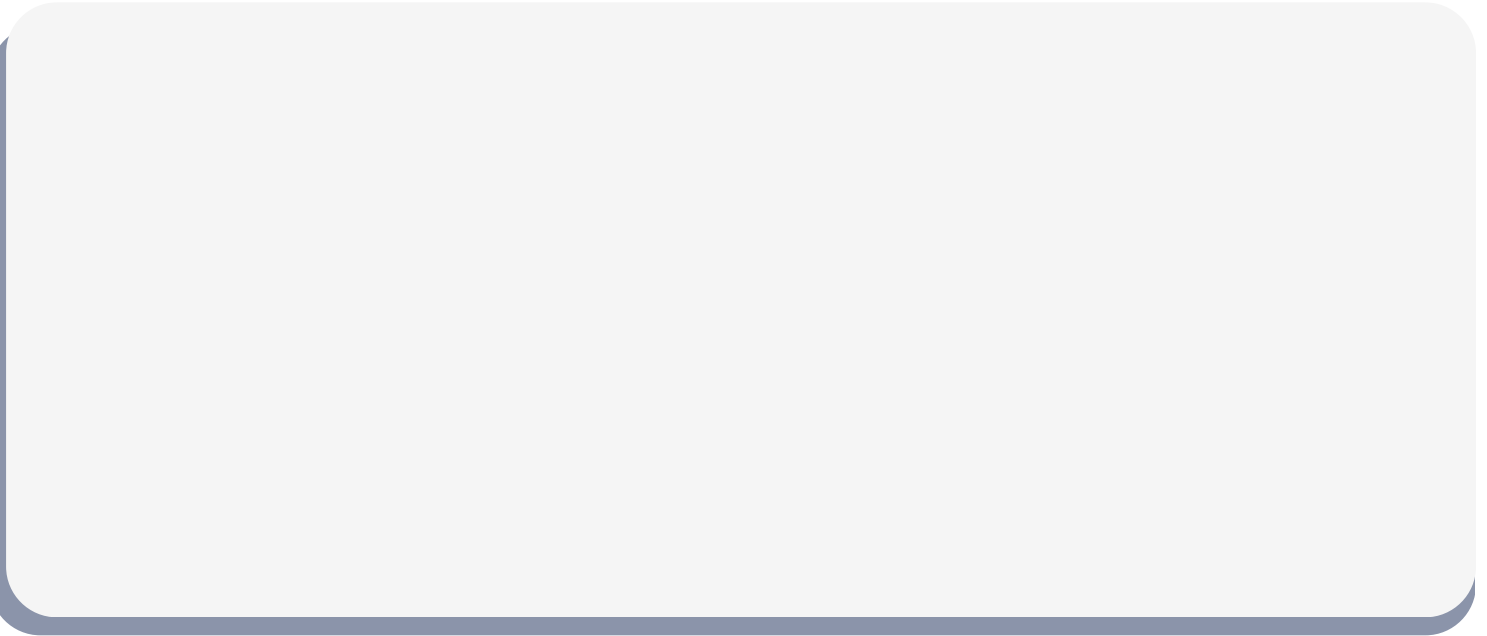
What new systems do you need to put in place or what existing systems do you need to make changes to?



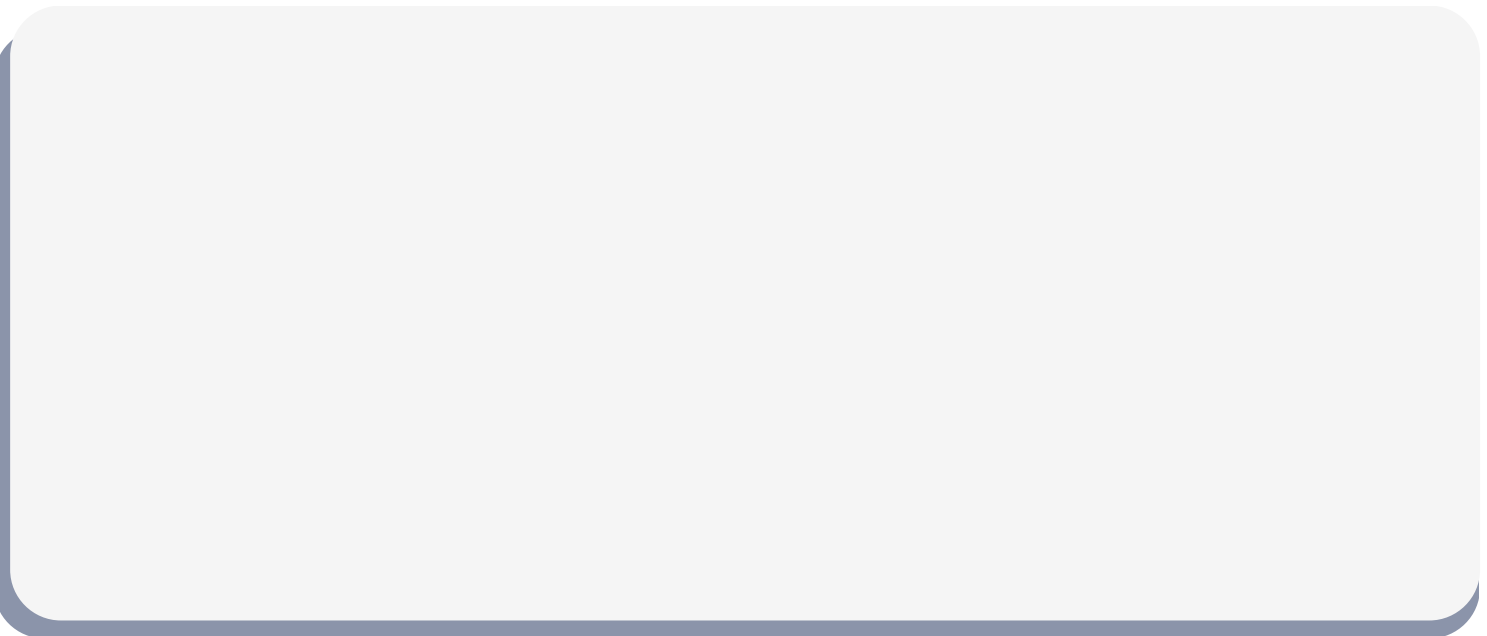


Purpose

What are the core elements of your purpose and passion in your business with regards to your products and services?



What resources do you have set up to keep you on track and to stay inspired, motivated and take action when things get tough?



Take Aways & Action Steps

What are your big takeaways from today?

List 3 action steps that you commit to taking:

- 1.
- 2.
- 3.

List your accountability partners and contact information:

Join us for our next events to connect, create and collaborate
(and practice your new networking skills!)

