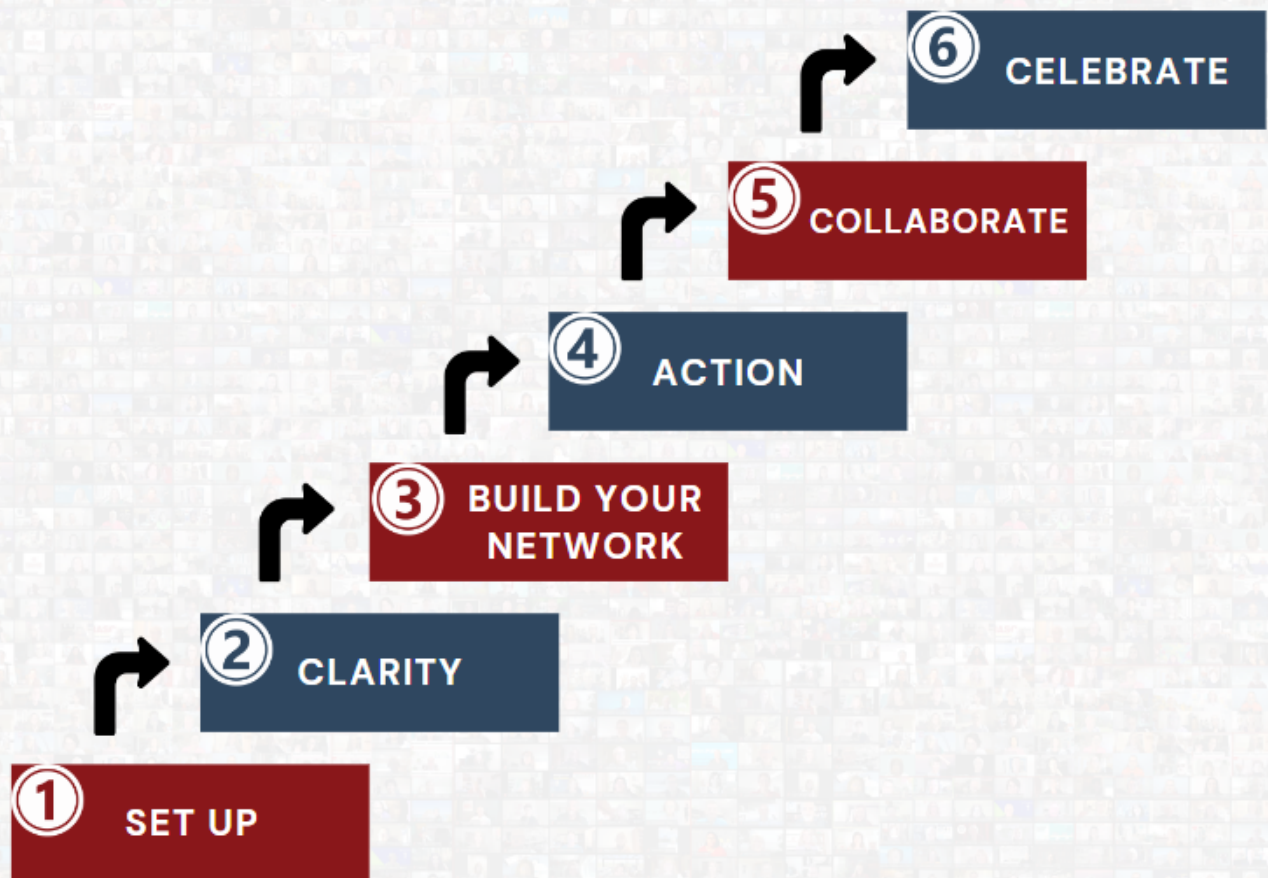




GRAND CONNECTION

CONNECT • CREATE • COLLABORATE

GRAND STRATEGIC NETWORKING ACTION PLAN



YOUR VISION

Your vision statement describes where you want your business to go and what you want it to become – meaningful words that describe the direction your business will take as it grows.

TOP 3 BUSINESS GOALS

Include new business and strategic initiatives –
Financial, Sales & Marketing & Operations Systems.

LIMITATIONS:

1.

WEAKNESSES:

2.

FRUSTRATIONS:

3.

My top current issues, obstacles, challenges, and/or barriers:

What support is needed to accomplish these goals:

Who is in your Dream Team? (Include all relationships such as referral partners, support, main vendores, VAs, Trainers, Mentors etc)

Who do you need to collaborate with to reach new audiences?

What resources do you need in place to support your partners?

FINDING GOOD REFERRALS & JV PARTNERS

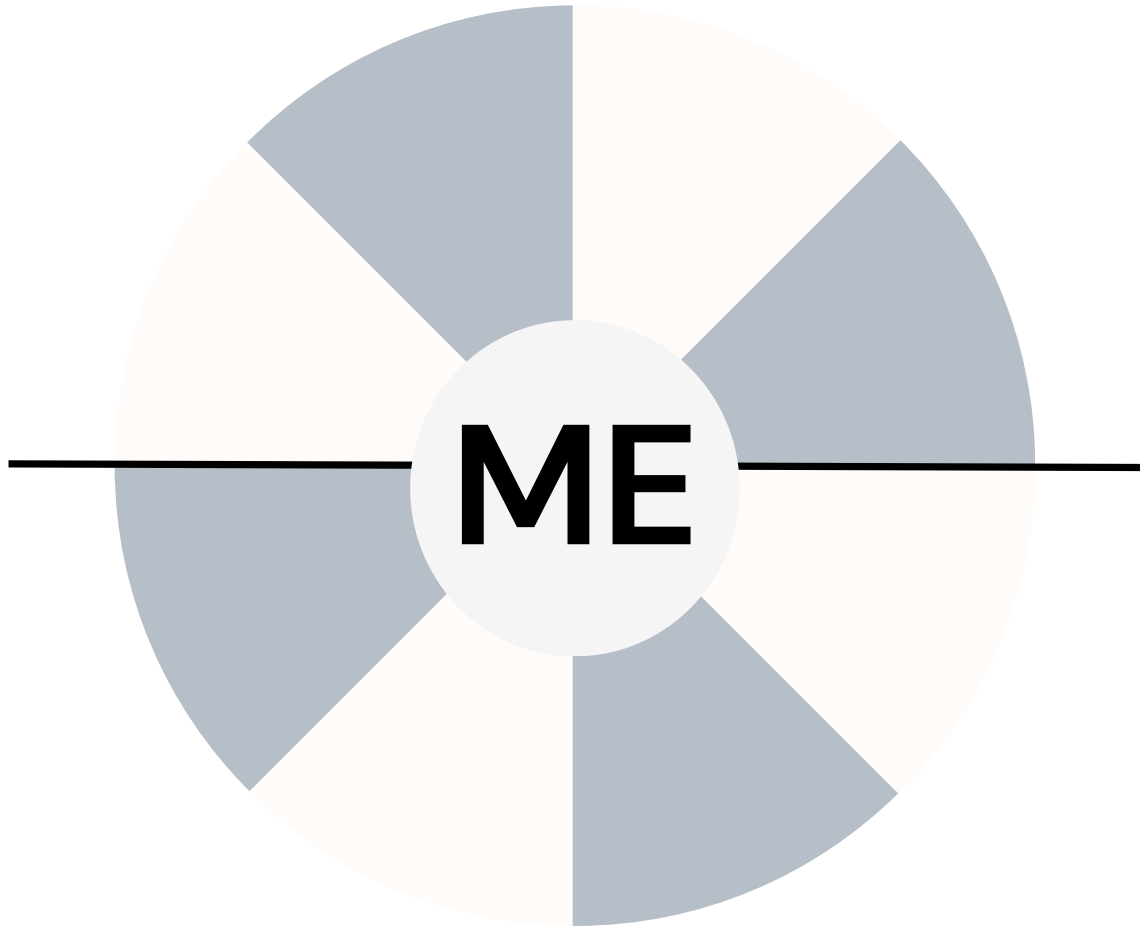
What problem(s) do you solve for your clients?

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 & COLLABORATION WHEEL



How can other people best refer you?

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

PRIORITIZE YOUR GOALS

Specific	What are the specific tasks?
Measurable	What are the indicators and what change is expected?
Attainable	How much time and what resources are needed to achieve this goal?
Relevant	What practical change will happen when meeting this target?
Time-Bound	What are the start and end dates?

GOALS



1

ACTION STEPS:

1.
2.
3.
4.
5.



2

1.
2.
3.
4.
5.



3

1.
2.
3.
4.
5.

SPECIFIC
MEASURABLE
ACHIEVABLE
RELEVANT
TIME-BOUND

MY GRAND GOAL NOW

MY GOAL IS...

.....

TARGET DATE

How will I know I've reached my goal?

.....

.....

My key strengths that will support this goal:

1.
2.
3.
4.
5.

The reason this goal is so important to me is...

.....
.....
.....
.....
.....

Obstacles and Challenges

My response plan

- | | | |
|---------|---|-------|
| 1. | ➡ | |
| 2. | ➡ | |
| 3. | ➡ | |
| 4. | ➡ | |
| 5. | ➡ | |

What will be different after this goal is achieved?

.....
.....
.....
.....

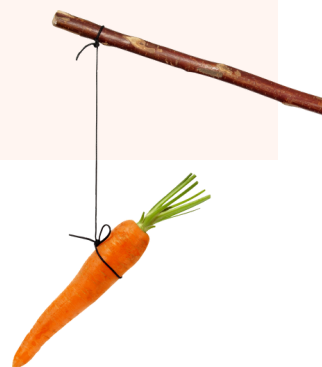
Next Grand steps

- | | |
|---------|--------------------------|
| 1. | ☐ |
| 2. | ☐ |
| 3. | ☐ |
| 4. | ☐ |
| 5. | ☐ |

GRAND ACCOUNTABILITY FRAMEWORK



My Accountability Process is:



GRAND GIVING

Grand Giving is the cornerstone of our three core values—connect, create, and collaborate. By embracing a spirit of service within our community, we create an environment where everyone can thrive. Through Grand Giving, we share resources, skills, expertise, connections, referrals, and opportunities, fostering win-win relationships that help businesses grow together. Together, we elevate each other's success—because together is better!

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

What can you contribute first when you meet someone?

THE LAW OF RECIPROCITY

The law of reciprocity emphasizes that as we give, we also receive, especially in the long term. Building social capital requires patience and consistently demonstrating integrity. Trust is earned over time and is key to forming stronger business relationships and generating valuable referrals. By committing to these principles, we create a community that supports each other's growth and long-term success.

MY GRAND STRATEGIC NETWORKING ACTION PLAN



MY CHECKLIST

Grab your comprehensive checklist to use along with your [Grand Strategic Networking Action Plan Workbook](#)

- ☐ SET UP
- ☐ CLARITY
- ☐ BUILD YOUR NETWORK
- ☐ ACTION PLAN
- ☐ COLLABORATE
- ☐ CELEBRATE

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

www.grandconnection.ca