



ENABLE EXERCISE #21

Building Your Social Network

IN THE NEXT WEEK.....

1. Review your calendar for the last 6 months and identify *three* people you have spent the most time with. Are you satisfied with their influence on you?
2. What can you do to spend time with others in your personal/professional network that can provide the same level of influence?

IN THE NEXT MONTH....

1. Introduce *two* people who don't know each other but you think should be connected.
2. Think of a problem, challenge or need you currently have. Ask for a connection to a new person outside your current network who could help.
3. If you were laid off from a job or struggling in running your own business, who are the *10 people* you would contact for assistance, advice or information? Make a breakfast, lunch or dinner appointment with each one now to strengthen your current professional or personal relationship.

IN THE NEXT QUARTER.....

1. Create a "networking fund" and add a small amount of money each month for meals, travel or other purchases (e.g., buy a book for someone you think might value it). Use this fund to extend your professional contacts and network or strengthen your existing one.
2. Identify, join and become active in a professional association that offers networking, continuing education and career development opportunities.