



## Networking Action Plan™

### From Connections to Meaningful Relationships

Building a strong network isn't about meeting more people—it's about intentionally building relationships that support long-term business growth. Use this worksheet to create your networking strategy for the next 30 days.

#### 1. My Networking Goal

What is the primary purpose of networking over the next 90 days?

- ☐ Increase referrals
- ☐ Find strategic partners
- ☐ Build my local business presence
- ☐ Other: \_\_\_\_\_
- ☐ Secure speaking opportunities
- ☐ Connect with potential mentors
- ☐ Grow my professional community

#### 2. My Ideal Connections

Who are the three types of people I want to intentionally build relationships with?

- 1) \_\_\_\_\_
- 2) \_\_\_\_\_
- 3) \_\_\_\_\_

#### 3. My Strategic Networking Plan

Instead of using the "dart board approach," identify the networking opportunities that best align with your goals.

|    | Organization/Event | Why This Group? | Next Event Date |
|----|--------------------|-----------------|-----------------|
| 1) |                    |                 |                 |
| 2) |                    |                 |                 |
| 3) |                    |                 |                 |

## 4. My 30-Second Introduction

Complete the sentence below.

Hi, I'm \_\_\_\_\_.

I help \_\_\_\_\_

by \_\_\_\_\_.

**Keep it simple.** Your goal is to start a conversation...not tell your entire story.

## 5. Conversation Starters

Write three open-ended questions you can use at your next networking event.

1) \_\_\_\_\_

2) \_\_\_\_\_

3) \_\_\_\_\_

**Remember:** Listen more than you talk.

## 6. Relationship First

Who are three people you can help this month?

| Name |  | How Can I Add Value |
|------|--|---------------------|
| 1)   |  |                     |
| 2)   |  |                     |
| 3)   |  |                     |

**Ideas:**

- Make an introduction
- Share a resource
- Recommend their business
- Celebrate a success
- Invite them for coffee

## 7. My Follow-Up Plan

After each networking event, I will:

- ☐ Connect on LinkedIn within 24 hours
- ☐ Send a personalized email or text
- ☐ Schedule a virtual or in-person coffee meeting
- ☐ Other \_\_\_\_\_
- ☐ Share a helpful resource
- ☐ Make a promised introduction
- ☐ Send a handwritten note

## 8. My One Meaningful Relationship

Rather than collecting twenty business cards, I will intentionally invest in building one meaningful relationship this month.

Who is that person?

---

What is my next step?

---

When will I follow up?

---

## CEO Reflection

Before attending your next networking event, ask yourself:

- Why am I attending this event?
- Who would I genuinely like to meet?
- How can I serve others before asking for anything in return?
- What one relationship could have the greatest impact on my business over the next year?

## Remember

**Networking is not about collecting contacts. It's about cultivating relationships.**

One meaningful connection has the power to change the trajectory of your business.

