

5 Keys to Becoming A Master Networker

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**Actuaries' Club of Hartford &
Springfield**

&

Actuaries' Club of Boston

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5 Keys to Becoming A Master Networker

1. Have Clear Goals

2. Focus Your Energy

3. Follow Best Practices

4. Engage Your Audience

5. Implement Stay In Touch Strategy

5 Keys to Becoming A Master Networker

Focus Your Energy

**Network Everywhere, With Everyone?
Leads to Overwhelm!**

Be Strategic – Focus On Your Goals

Use Your Goals To Drive:

Who

- _____
- _____
- _____
- _____
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- _____
- _____
- _____

Where

- _____
- _____
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- _____
- _____
- _____
- _____
- _____

5 Keys to Becoming A Master Networker

Engage Your Audience

To Build/Develop Business Partnerships:

1. Build rapport

- _____
- _____
- _____

2. Understand clearly what YOU could do to help THEM

- _____
- _____
- _____

3. Help the other person understand clearly what you do, and what would help you

- Your Ideal Referral
- Your Great Next Opportunity
- Your Marketing Headline (s)

5 Keys to Becoming A Master Networker

Engage Your Audience

Ask More Than Answer

Raise Awareness vs. Inform

Dig Into Challenges

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Implement Stay In Touch Strategy

Methods?

- _____
- _____
- _____
- _____
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Frequency?

- _____
- _____
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- _____
- _____
- _____
- _____

Don't Wait To Refresh Your Network Until You NEED It!

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***For Additional Resources to Help You
Become a Master Networker***

***Email: John@JHACareers.com
Subject Line: Sturbridge Master Networker***

***Marketing Advice each month on implementing an
effective Career Search Strategy, and for achieving
the visibility that leads to new opportunities at work***

www.JHACareers.com/Newsletter.htm

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