

Your DIY Networking Toolkit

1. Develop your networking strategy
2. Develop your "style" – Personal Branding
3. Your Elevator Pitch – Make it your Super Bowl Commercial
4. Tell your story – Story Branding
5. How to be a Power (Super) Connector
6. Give value and get value for your time
7. Reworking you and your "who"
8. Set goals – mirroring, mentors, and a personal board of directors
9. Go the extra mile – do what others don't
10. Wake Me Up – Enthusiasm for a change
11. Envision your ideal network
12. 5 + 50 + 100 Rule
13. Prepare to Power Connect – target, connect, and enable your networks
14. Why traditional networking is not working
15. Follow through
16. How to win friends and influence people
17. Avoid the top 20 turn-offs
18. Networking quotes and sales tips
19. The art of networking
20. Excavate your unique skills