

**NETWORKING -**

**My #1 Lead  
Generating Tool**

**#1 How do I make money?**

**#2 What is my ROI?**

# First Steps:

1. Attend a networking meeting
2. Meet new people
3. Connect
4. Schedule a 1:1 - be selective

"You have a budget and finance plan. You have a strategy plan.  
You have a plan for just about everything. But where's your  
people plan?" -Keith Ferrazzi

# What is a 1:1?

## Conducting a 1:1

**A conversation, making a friend,  
getting some advice, finding a synergy  
partner, adding someone to your  
power team**

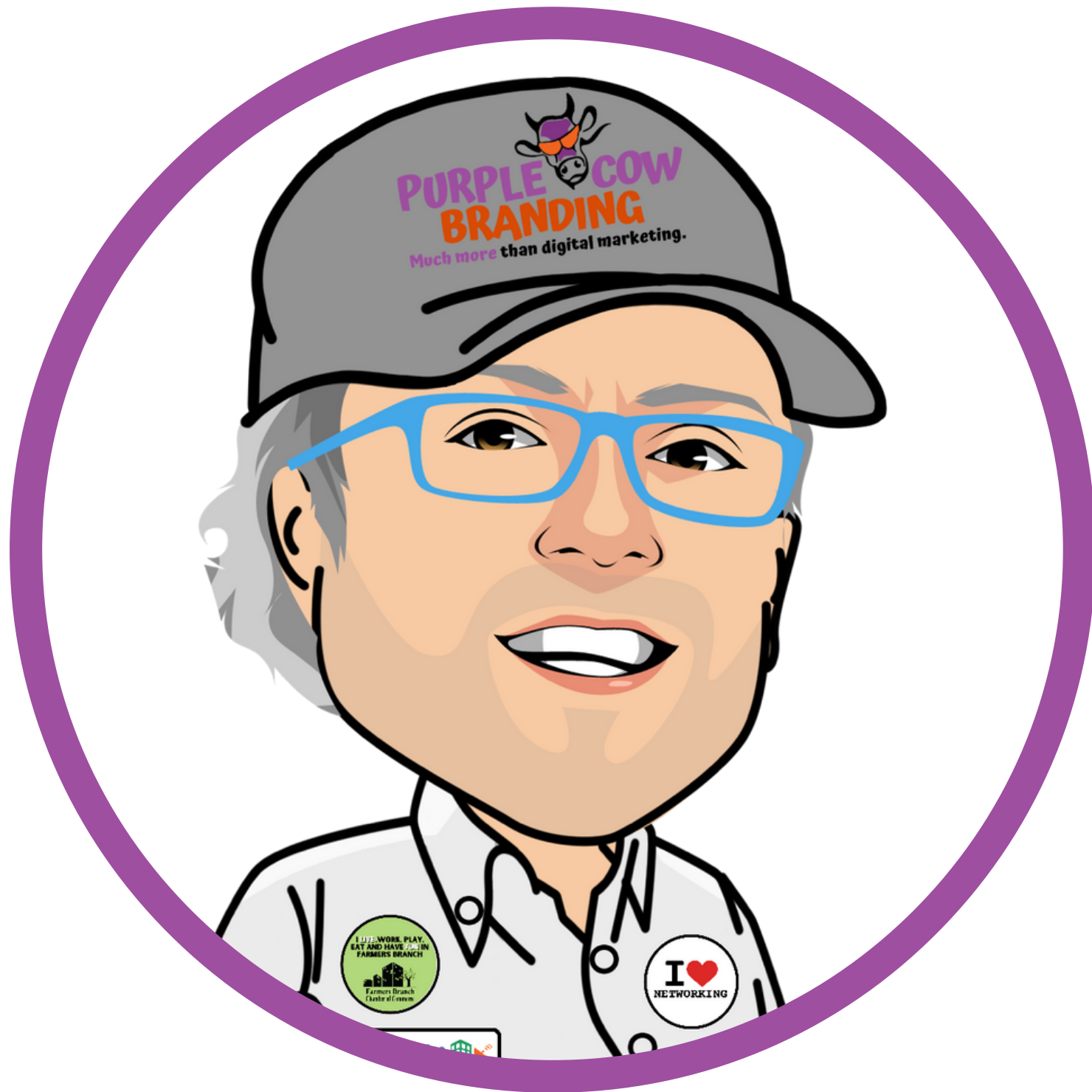
- **Zoom vs. in person**
- **Ask good questions**
- **Customize to the person**
- **Lasting impression**
- **A gift, a thank you**
- **A follow up**

- 1 Create an intention of what you want out of each meeting
- 2 Put away your phone - avoid distractions
- 3 Focus: open-ended questions
- 4 Listen more than talk, 80/20, don't be a chatter box
- 5 Follow-up, Follow-up, Follow-up

## Weekly Connect & Collaborate

**WEEK :** \_\_\_\_\_

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**Rob Bliss**  
**CEO/Chief Sales Guy**

**rob@purplecowbranding.com**

**214-272-0921**



# NETWORK TODAY

with Sheryl Powers & Rob Bliss



**LISTEN OR WATCH NOW!**



**NEW  
EPISODES  
EVERY  
TUESDAY!**

**CHANGING THE NETWORKING MINDSET**



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