



This test will help you to focus your mind on your Networking goals. It will help you to develop a Networking Goal-Setting Mindset.

1. What do you want to achieve through networking?

This is an important question. Your networking goals should blend with you business goals.

2. Who are you trying to connect with through networking?

You should be very clear on the type of people or groups of people that you want to meet and develop a relationship with.

3. Who have you connect with so far with your networking efforts?

A part of having a goal-setting mindset is to measure your performance against your goals.

4. What have been your three most significant networking results so far?

If you can define these well you should be able to duplicate them.

5. How many new people do I need to meet each week to reach my business goals?

You may be able to get really good at networking simply by expanding your networking.

6. Of the key people that you define as being in your network now do you know their biggest needs and objectives for this next year?

You need to know how to help other people. To do this you need to know their goals and objectives. It is easy to ask if you don't know.

7. Do you have the e-mail address of all the people you consider in your network?

This is a basic but it worth emphasizing.

8. Do you have a personal commercial to help you introduce yourself?

You need a personal commercial to help you. All people really good at networking have one.

9. How many hours per week do you actively engage in networking?

If this figure is not high enough or inconsistent then I suspect your results will also be low and inconsistent. Results come from devoting time for it and being consistent.

10. Do you need to spend more time networking each week?

If you conclude that you should, then put more networking appointments into your schedule.



11. As you are making a connection with people do you typically think of ways to help them?

To be really good at networking you first need to think of ways to help others. Many other things will fall into place if you develop this mindset.

There could be many other questions to help you focus your mind and to help you develop a goal-setting mindset; these are just a starting point to begin your self-examination.

This is a self-test. You will be able to determine for yourself how well you have done and what needs more attention.

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