

Episode 27 - Worksheet

THE ART OF PROSPECTING - Leveraging Your Network



Date :

"It's not what you know, but who you know that makes the difference." Harvey Mackay
Everyone starts somewhere. From daily calls to work history to attending industry events, you will begin creating an amazing and diverse network of people.

1. Why is building relationships with people important in sales?

2. What are 3 ways you can stay in touch with your network over time?

- a.

- b.

- c.

3. Name 3 things you can offer as value when networking, besides asking for help?

- a.

- b.

- c.

4. How can you use social media to help build your professional network?

5. When do you NOT turn the conversation towards business when networking?
