

NETWORKING INTELLIGENCE™

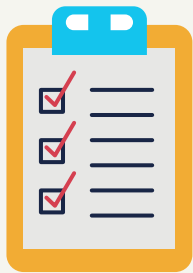
Use these practical tips to build quality relations, strengthen your communication and develop viable networks.

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The 3 Quotients

Recognize the 3 Quotients of Networking Intelligence™ :

- The Give and Take Quotient
- The Development Quotient
- The Branding Quotient



Best Practices:

- Communication
- Development
- Membership
- Connecting



Top Tips:

- Focus on building quality relations.
- Give contacts a title/position in your networks.
- Value and appreciate your connections.
- Diversity your networks.



Expand Your Networks:

- Create a plan and use metrics.
- Engage in professional platforms.
- Join formal/informal groups/clubs.
- Be intentional with your outreach.



4 Strategies for Success:

LEARN: Learn the fundamentals.

LEAVE: Leave assumptions and myths behind.

LEAN: Lean into your thoughts and behaviors.

LEAD: Lead with discernment and assurance.

