

REACH!

dream | stretch | achieve | influence

REACH! Challenge – Chapter 4

Tapping into networks!

Review your list of REACH! Goals. For each goal listed, write down three networks you should belong to that would help you achieve that goal. Networks may include trade groups, charitable organizations, community groups, business networking groups, and social assemblies.

#1 _____

Network:

1. _____
2. _____
3. _____

#2 _____

Network:

1. _____



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2. _____

3. _____

#3 _____

Network:

1. _____

2. _____

3. _____

#4 _____

Network:

1. _____

2. _____

3. _____



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#5 _____

Network:

1. _____
2. _____
3. _____

#6 _____

Network:

1. _____
2. _____
3. _____

#7 _____

Network:

1. _____
2. _____



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3. _____

#8 _____

Network:

1. _____

2. _____

3. _____

#9 _____

Network:

1. _____

2. _____

3. _____



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#10 _____

Network:

1. _____
2. _____
3. _____

- Not everyone you meet will instantly open dozens of doors for you, but one of them will.
- Not sure which networks to get involved with? Find individuals who are already REACH!ing for the same or similar goals and ask them what groups they recommend you be involved in.
- If you really struggle to find three groups for any of your REACH! Goals then use the tools readily at your disposal. Use local business directories, training centers, and Internet forums to gather further information and advice. Don't be afraid to get in touch with people. Most people will be more than happy to offer advice or point you in the right direction.



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- Once you examine your list, choose two networks to join immediately. Don't overcommit! Joining too many groups too soon may result in a saturated schedule. Join networks that will further your most important REACH! Goals.

Which two networks are you going to immerse yourself into today?

1. _____
2. _____

- Don't forget the lessons in the book! To fully engage in any of these networks you will need to join committees within the network and/or be in charge of Check-Ins whenever there is a networking event.
- Remember Dale Carnegie! Never network just to build your own REACH!. You must be on the lookout to build the REACH! of others before seeking out ways to build your own.

