

# Power Networking for Results

How to Build Business Relationships that Help You  
Achieve Your Goals



Course Book

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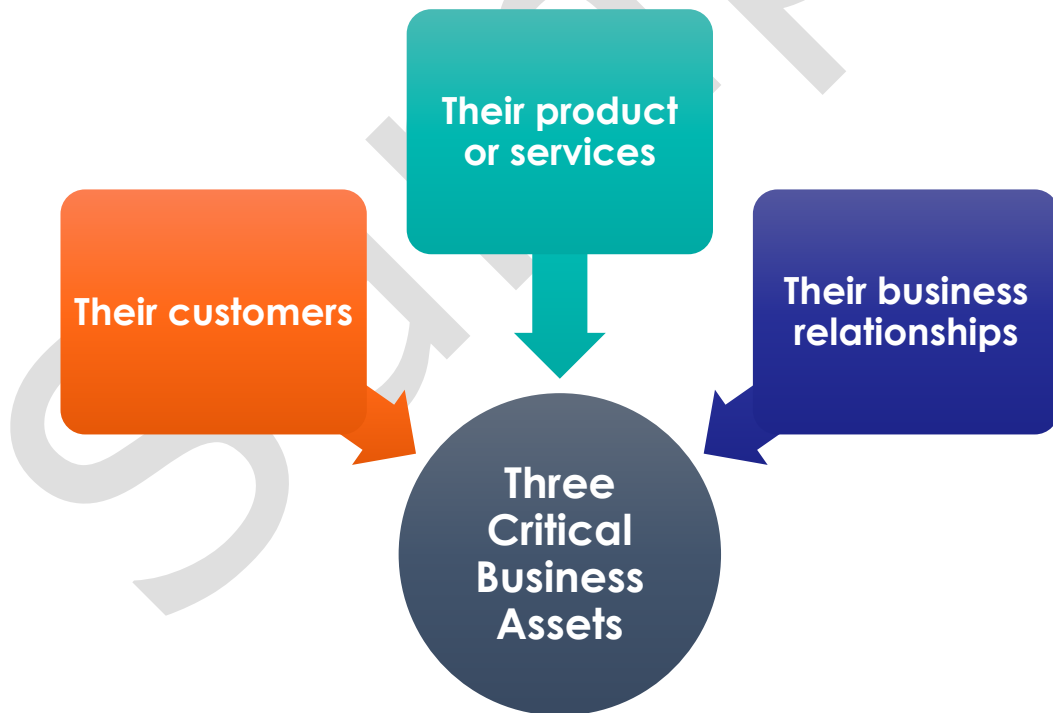
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# Introduction

Most successful business owners will tell you that there are three critical assets in their business:

1. Their customers
2. Their product or services
3. Their business relationships



All of these take hard work to develop, but the third one (business relationships) is one that often gets neglected. Relationships are difficult to build at the best of times. But, when you're busy with all the other "stuff" of life, they're often the part that gets neglected – whether they're personal or business relationships.

In this course, we're going to go through the essentials of building relationships through a focused process of networking with others. We call it "Power Networking for Results", because you're going to approach the process with a specific goal in mind.

### **Learning Objectives:**

By the time you complete this course, you'll be able to:

- Discover the power networking process that helps you build the type of professional network that's always in line with your goals
- Define your networking purpose so that you can start expanding your network with a specific goal in mind
- Evaluate the skills you have and the skills you need as they relate to your goal so that you can create a roadmap for your professional development
- Craft a story that contains the essentials people need to know about you and that's quick and easy for them to understand
- Identify your target networking prospects and where you can meet them, so you can be efficient with the time you spend building your power network

- Clarify and practice what you want to say to new contacts so that you go into your interactions fully prepared
- Master your follow-up strategy by creating a template you can use every time you network, so that you can grow your initial meeting into a mutually beneficial relationship
- Create your game plan so that you're organized, have a clear path to follow, and will see the best outcome for your efforts
- Measure and evaluate your networking results so that you can stay motivated and focused by seeing the progress you've made
- Adopt a positive mindset for your power networking so that you're confident to get out there and attract people to you
- Consolidate and implement your learning and plan future action steps, so that you can achieve the goals you set for this course and develop further.

This course is broken down into 10 major modules, an introduction, and a conclusion, to take you step-by-step through Power Networking for Results.

The modules follow a logical order, so while you can skip around if you want, it's best to work through them one at a time.

As you go through each module, use your Action Guide to help you complete the Action Steps at the end of each.

## **Expectations**

Before we start the course, take a minute to think about what you want to get out of it.

In the Action Guide, write down three skills you expect to gain.

Now that you're clear about what you want this course to deliver, we can get started.

Sample

**ATTENTION:**

This is only an excerpt from our full course [Power Networking for Results](#). The full, customizable course contains 7 major modules and Action Steps.

When you purchase a license for the course, you'll receive the editable files for the Course Book, Action Guide, graphics, social posts, and other resources.

## **Power Networking for Results**

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