

## Mapping Out Your Networking World

Networking is a learned skill built upon the personal values and attitudes inherent in all of us. Networkers know the ***world is interconnected*** and that when they give their time, talents, and energy to help others to satisfy need and reach goals, networkers ultimately end up helping themselves.



**Here are the keys (the five R's) to map out your networking world, exponentially.**

### Reputation

Your reputation is your calling card and your greatest asset. You build it by being and doing your best.

- ❖ What five skills and two major strengths are you known for in your professional world?

### Responsibility

In today's fast-paced, global economy, the ability to take charge, show initiative, make choices, and answer for one's conduct are keys to leading a rewarding personal and professional life. Networkers understand that actions affect outcomes and have learned to deliver what they promise.

- ❖ To what degree do you deliver on your professional and personal promises?

### Relationships

Networkers understand the importance of becoming acquainted with people for who they are, not only for what they do. Establishing a sincere connection between any two people is the foundation of successful networking!

- ❖ How masterful are you at developing professional and personal relationships?

### Rapport

Rapport is based on having a genuine interest in learning about others and their world. Taking the time to learn about the needs of others provides you with an understanding of the common ground shared by you and others.

- ❖ What are some of your best rapport-creating strategies?

### Research

If you keep on the world around you and current trends, others will seek you out as a knowledgeable resource. Networkers practice professional due diligence. They do their homework because the more they know, the better prepared they will be.

- ❖ What do you do on a daily or weekly basis to increase your own value as a networking resource?

Many people think networking is the development of a system of personal and professional contacts that can be used to gain information and assistance only when needed. In reality, it is much more!

Networking is a lifelong process that can enrich us professionally and personally in ways we never imagined. Networking expands our view of the world; helps us take risks and reach new levels of accomplishment; promotes "win-win" situations; and encourages bringing people together in ways that make  $1 + 1 = \text{more than } 2$ . Now, map your networking world exponentially!

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*This information is an excerpt from an article titled, "The Do's and Don'ts of Networking" by Barry Demp, MCC. Visit [www.dempcoaching.com](http://www.dempcoaching.com).*