



Networking Assessment

Now you know where you are strong and where you need help! Call to get more information about NICHE Word of Mouth Referral Networking class. 512-470-0570 GrowthDvnamic.com

Use the scale below to indicate how each statement applies to your team. It is important to evaluate the statements honestly and without over-thinking your answers.

3 = This describes me exactly 2 = Sometimes 1 = I don't do this much

1. ___ I use my 60 second introduction at least once a week
2. ___ I attend my professional association meeting regularly
3. ___ I write the name of the networking event on the back of the cards I collect
4. ___ My 60 second introduction can be adjusted depending on the product I'm promoting
5. ___ I get emails and phone calls weekly from "hot leads" referred to me by people in my network
6. ___ I always know if I'm "hunting" or "farming" when I attend a networking event
7. ___ I consciously listen for referral opportunities so I can send business to my referral partners
8. ___ My tag-line is fresh and catchy
9. ___ I have a clear plan for following up on the contacts I make at a mixer
10. ___ My products / services are easy for me to describe in specific terms anyone can understand
11. ___ My networking partner and I can work a mixer in 20 minutes and uncover serious leads
12. ___ I ask open ended questions at mixers that point prospects back to my product or service
13. ___ I attend and am involved in my local Chamber of Commerce
14. ___ Part of my client interaction is asking for referrals
15. ___ I email or send a note to my target contacts from networking events and mixers
16. ___ I make group networking a weekly priority on my calendar
17. ___ I am always clear and energetic when giving my 60 second introduction
18. ___ I ask questions and do a lot of listening while networking

Networking Score Guide

Word Of Mouth Referrals

Statement 7 _____

Statement 5 _____

Statement 14 _____

Total _____

Your Message and Delivery

Statement 1 _____

Statement 8 _____

Statement 12 _____

Total _____

Follow-Up

Statement 3 _____

Statement 9 _____

Statement 15 _____

Total _____

Your Networks

Statement 2 _____

Statement 13 _____

Statement 16 _____

Total _____

Networking an Event

Statement 6 _____

Statement 11 _____

Statement 18 _____

Total _____

Clarifying Your Product

Statement 4 _____

Statement 10 _____

Statement 17 _____

Total _____

Scoring: 8-9 = You're on target 6-7 = This area could be a problem 3-5 = You need help in this area