



## 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