



## VIRTUAL Networking / Prospecting Assessment

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 = Describes me exactly

2 = Sometimes

1 = I don't do this much

1. \_\_\_ I show genuine curiosity when meeting new people on Zoom
2. \_\_\_ I attend a Zoom meeting regularly in my target market
3. \_\_\_ I take screenshots of the virtual meetings I attend so I can put a name with a picture
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 have my own Zoom account that allows me to attend and chat in virtual Zoom events
7. \_\_\_ I educate and tell stories, rather than try to sell to my referral partners
8. \_\_\_ My tag-line is fresh and catchy with NO Commission Breath
9. \_\_\_ I have a clear plan for following up on the contacts I make virtually
10. \_\_\_ My products / services are easy for me to describe in specific terms anyone can understand
11. \_\_\_ I use the Chat in my Zoom app to say, "Hey.... Are up to a Zoom chat?" at virtual events
12. \_\_\_ I use my 30 second conversational script at least once a week to book a Zoom Chat
13. \_\_\_ I visit social / virtual settings of target clients monthly
14. \_\_\_ Part of my client interaction is asking for referrals
15. \_\_\_ I use my scheduling app to set up Zoom meeting for people I meet in virtual events.
16. \_\_\_ I belong to an online book mastermind
17. \_\_\_ I have developed a reputation for a particular service or product line
18. \_\_\_ I ask questions and do a lot of listening when I'm on Zoom

## Networking Score Guide

### ***Word of Mouth Referrals***

Statement 7 \_\_\_\_\_

Statement 5 \_\_\_\_\_

Statement 14 \_\_\_\_\_

**Total** \_\_\_\_\_

### ***Your Virtual Conversations***

Statement 1 \_\_\_\_\_

Statement 8 \_\_\_\_\_

Statement 12 \_\_\_\_\_

**Total** \_\_\_\_\_

### ***Follow-Up***

Statement 3 \_\_\_\_\_

Statement 9 \_\_\_\_\_

Statement 15 \_\_\_\_\_

**Total** \_\_\_\_\_

### ***Your Virtual Networks***

Statement 2 \_\_\_\_\_

Statement 13 \_\_\_\_\_

Statement 16 \_\_\_\_\_

**Total** \_\_\_\_\_

### ***Networking a Virtual Event***

Statement 6 \_\_\_\_\_

Statement 11 \_\_\_\_\_

Statement 18 \_\_\_\_\_

**Total** \_\_\_\_\_

### ***Clarifying Your NICHE Product***

Statement 4 \_\_\_\_\_

Statement 10 \_\_\_\_\_

Statement 17 \_\_\_\_\_

**Total** \_\_\_\_\_

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