

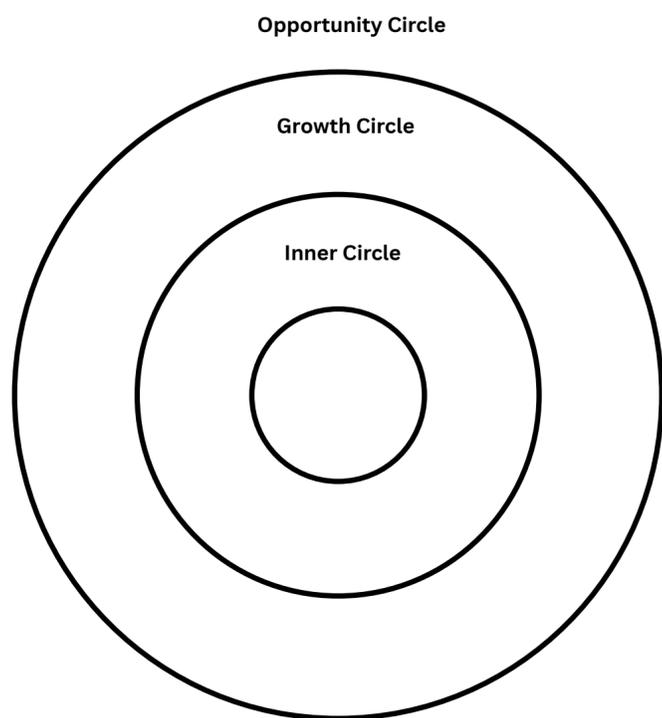
## The Networking Mindset

- **Not selling → Serving**  
Ask, “How can I support this person?”
- **Not transactional → Relational**  
Focus on building trust, not collecting cards.
- **Not one-off → Long-term**  
Relationships compound like interest

## Reflection Questions

1. Whose radar do I need to be on right now?
2. How am I showing up in my current network?
3. Who can I reach out to for perspective, not just opportunity?
4. What am I learning from my conversations?
5. How often do I give without expecting back?
6. Am I nurturing existing connections or only chasing new ones?
7. Where can I be more visible authentically?
8. What does success in networking mean to me?

## My Strategic Networking Circle



- **Inner Circle - Trust and Support**  
Manager, Trusted Colleagues, Coaches
- **Growth Circle - Learning and Development**  
Senior Leaders, Industry Peers, SME, Alumni
- **Opportunity Circle - Visibility and Influence**  
Potential Clients, Collaborators, Thought Leaders.

👉 Reflection: Which circle needs more attention this quarter?

Inner Circle	Growth Circle	Opportunity Circle

## Strategic Networking Conversation Starters

1. What's one project you're most excited about right now?
2. How did you get started in your current role?
3. What's a recent challenge you've tackled successfully?
4. Which trends do you see shaping our industry?
5. Who has influenced your career journey the most?
6. What advice would you give to someone new in this field?
7. What's something you wish more people understood about your work?
8. How do you like to spend time outside of work?
9. What's the best resource (book/podcast/tool) you've come across recently?
10. How can I support or add value to your work?