...I attended a conference that changed my life.

Your guide on how to:

1. Network better, not more.
2. Build relationships & trust.
3. Attract success & happiness.

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My life & work today.
Time for a conversation...

1. Why are you here?
2. What do you intend to learn?
3. What will you do with it?

Inspired by Dr. Donald Christian, CEO of Concordia University - Texas

Discussion

What just happened?

Discussion

How did it feel?
Reflection

What’s the Next Question?

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Congratulations!

4 Foundational Strategies for being more Intentional Networkers™, leaders, and organizations.
1. Know who you are and what you believe in.

"Knowing thyself is the height of wisdom." - Socrates

"He who knows others is wise; he who knows himself is enlightened." – Lao-tzu
“There is one quality... evident in virtually every great entrepreneur, manager, and leader. That quality is self-awareness.”

– Anthony K. Tjan, venture capitalist and co-author of Heart, Smarts, Guts & Luck

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About 90 - 95% of us think we know ourselves.

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Only 10 - 15% of us actually do.

- Tasha Eurich, Organizational psychologist, researcher, author

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Know who you are:

Your key traits? Preferences? Strengths? Areas for growth?

What energizes you? Drains you? What motivates you? Or not?

What are your beliefs, values, philosophies? What’s your unique style? Brand?

Introvert Energized by Solitude

VS.

Extrovert Energized by Socializing

Ambivert?
Note how people & situations make you feel.

Do this event – and any event – in the way that works for you!

Homework to try:
- Personality profiles
- Morning Pages (Julia Cameron, The Artist's Way)
- What I / we believe... (Frost Bank)
- Collect quotes, passages
- What I / we know for sure (Oprah)
2. Know what you want.

How can you attract, find, create, or achieve “it,” if you don’t know what “it” is?

Vision
Within your Vision:

- Purpose
- Mission
- Objectives
- Big initiatives

Intentions

Goals
Fine tune your personal radar and filtering system.

Your brain’s Reticular Activating System

“When you write stuff down, things happen.”

– Dr. John B. Molidor, CEO/President of Michigan State University Flint Area Medical Education, Professor of Psychiatry at MSU College of Human Medicine

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“When you have conversations, things happen.”

– Patti DeNucci

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3 Show up accordingly.

How do others see & experience you?

It all adds up – and matters...

Your presence, attitude, demeanor
Your voice, tone & words
Your everyday actions, interactions & associations
The questions you ask
The conversations you have
“Everything you do communicates...”
– David Grossman, Author of You Can’t Not Communicate
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“In every interaction we increase or decrease trust.”
– David Horsager, author of The Trust Edge
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Show up as your Best Self.
• What does this mean?
• What does it require of you?
• How can you do it more often?
Focus on quality:

- In your conversations, connections, and networking / follow-up efforts
- In how you experience this event and other events.
- In the programs and initiatives you offer and launch.

Quality over quantity

The Pareto Principle

The 80:20 Rule
Who (or what) are your “Top Twenty Percenters”?

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Think less like a collector.
More like a curator.

Focus on better. Not just more.

What memorable conversations are you ready to have?

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What valuable connections are you ready to attract, make, grow, and leverage?

How, when, and where will you collaborate?

What will you co-create?
HAVE A FANTASTIC CONFERENCE!

#NewIdeas18

NEW ideas
DALLAS

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