



3 Minute Mentor

Episode 17 Show Notes

Episode 17: What do you mean by network?

Previously - importance of what you know and how you use what you know.

Often hear: that it's not what you know but whom you know.

As we explore networks, 3 things to consider: building, using and maintaining them.



1. How to build them

- In the course of our lives we meet lots of people: work, friends, families, acquaintances.
- All these people can become part of a broad network (do not just think work)
- Each of these interactions is key to growing your network.
- Also, let them get a sense of what you know and do.
- Write what was interesting or important about them on the back of their business card

2. So how should you use a network?

- Networks are like friends – abuse them and you will lose them.
- Don't ask them to do things for you where there is no offer to return favors.
- Which means if you offer to help – you need to be able to pay off on that offer.
- Three different networks: The one that helps you get jobs, the promotion network and the network that helps you achieve your objectives.

3. Finally, how do maintain a network?

- To maintain a network is work and can take time – but without it, it's hard to achieve
- You have to put into it as much as your take out.
- Make sure you are doing the following: Act as a reference for people, offer support and share experiences when people need help, volunteer to be on projects that are important to key members of your network, pass on resumes that people send you to others that might be interested

Bottom line: Your network is not actually about whom you know but who knows you. Building and maintaining your network will be key to your future success.