

BECOME A *networking* NINJA

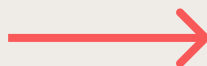
Ever wondered how to leverage your network effectively to achieve your goals? Here's the secret recipe: the "Top 20 List."

Picture this as a strategic matrix of your life network. Yes, you heard right—life network. Everyone you've ever met who might have any connection to your goal—friends, family, colleagues, high school pals, even your sister's ex-boyfriend!

Here's how you cook up this **networking** powerhouse:

1. People: In column one, jot down the names of 20 people connected to your goal, no matter how faintly.
2. Influence: Move to column two and rate each person on a scale of 1-10, based on their influence. Consider their social following, professional standing, or their capacity to move you closer to your goal.
3. Relationship: Now, in column three, rate each person on a scale of 1-10, this time assessing how likely they are to help you. Reflect on the strength and depth of your relationship and the value you've offered them in the past.
4. Total: Finally, in column four, add up the scores from columns two and three. Arrange your list by these totals, placing the highest scores at the top.

And voila! You've created a powerful networking compass to navigate you towards your goals. Armed with this "Top 20 List," you are now ready to leverage the power of your network like never before.



BE SEEN BY JEN GOTTLIEB

NOW LET'S CREATE

your **TOP 20**

PEOPLE	INFLUENCE (1-10)	RELATIONSHIP (1-10)	TOTAL
PERSON 1			
PERSON 1			
PERSON 1			
PERSON 1			
PERSON 1			
PERSON 1			
PERSON 1			
PERSON 1			
PERSON 1			
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