How To Be a Connector Even if You Don’t Know Anyone with Michael Whitehouse

with Michael Whitehouse · Hosted by Kathi Burns, CPO®, Business FLOW Strategist

Michael Whitehouse moved to Connecticut in 2014 knowing no one, went to every networking event he could find, and within a year was connecting local business leaders who lived seven miles apart and had never met.

- [ ] Go to every business event and ribbon cutting you can find for your first year in a new area.
- [ ] Decide how your networking will make money before you invest more time in it.
- [ ] Map the job you want in circles: who can hire you, and who can get you to that person.
- [ ] Ask everyone you meet for advice and who else you should talk to.
- [ ] Call someone already doing the career you're curious about and ask what they like and hate about it.
- [ ] Keep a record of each contact: how you met, what they do and who you've introduced them to.
- [ ] Write down your end goal and drop work that pulls against it.
- [ ] Block out real days off, and don't work seven days a week.
- [ ] Start asking people, "Who can I introduce you to who would be valuable?"

Listen, read the transcript and get the links: addspacetoyourlife.com/podcast/how-to-become-a-connector-michael-whitehouse/
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