

Activity 1b Building My Network



Allies are committed to helping you succeed

Advocates send opportunities your way

Actors exchange valuable information

Associates share membership in a group

Acquaintances meet through a contact and you could find them again

Accidents will probably never see each other again

Based on the book, *Make Your Contacts Count*, by Anne Baber and Lynne Waymon (AMACOM, 2002).
www.ContactsCount.com. Used by permission.

Step 1 Introduction Activity. Introduce yourself to nine members of the FastTrac® NewVenture™ class. Since they are members of the class, they are Associates. Your challenge is to teach them as much about you in the time allowed as you can and to develop trust in each other's character and competence.

Name	E-mail and/or phone
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____

Step 2 Networking meeting. To develop a more meaningful relationship with Associates, you need to share information, find things in common, and, if possible, identify future areas of mutual benefit.

To that end, during each of the following nine FastTrac® NewVenture™ sessions (prior to session, at break, after session, between sessions) engage a different person listed above in a one-on-one conversation and do the following:

- Share information about yourself, business concept, work experiences, and skills.
- Tell stories that illustrate your character and competence.
- Share resources you know of or have found helpful (i.e. accountants, attorneys, bankers).
- Identify potential areas of mutual benefit.