

NetWeaving

The Next Level Of Networking

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Check out the website: <http://netweaving.com/>

NPC  **JNM** 016

Version 4

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The ultimate tool to gain access to decision makers

“After reading about NetWeaving, I realized that I’ve been doing this all my life, just with-out a good word for it. I applaud Mr. Littell’s efforts at spreading the word about this “win-win” form of thinking, which will undoubtedly benefit the business community and the community at large.”



Arthur Blank

Co-Founder, Home Depot
Owner, Atlanta Falcons

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Why is NetWeaving ideally suited for these times?

- ❑ Helps **STRENGTHEN** relationships with best *existing* friends, clients, and customers
- ❑ Helps **DEVELOP NEW** relationships with *potential* friends, clients, and customers
- ❑ Helps **EXPAND** your “Trusted Resource Network” and your “referral base”

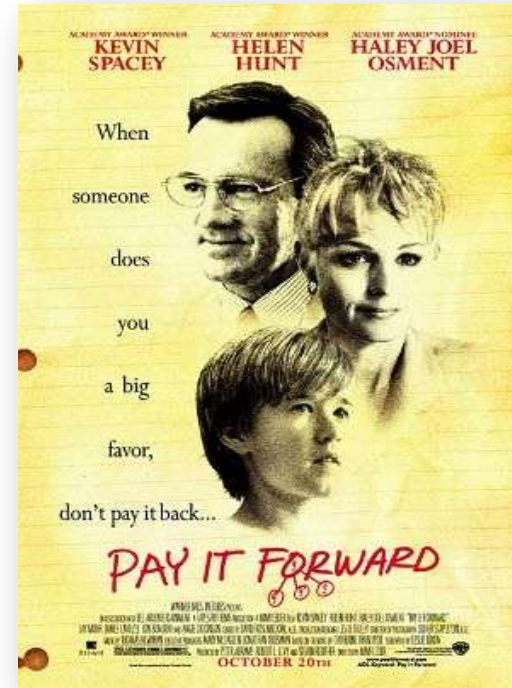
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So – What exactly is NetWeaving?

It's a “higher” form of Networking



is



“Pay It Forward”

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- ❑ It's all about building relationships by helping others with **THEIR NEEDS** in mind rather than just your own.
- ❑ And doing it so because you genuinely believe that, what goes around - **DOES** come back around

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What's the difference between
“Networking” and “NetWeaving”?

- First of all:
To be successful ... you have to do **BOTH**
- The answer is quite simple:
It's a **DIFFERENCE** in **MINDSET**

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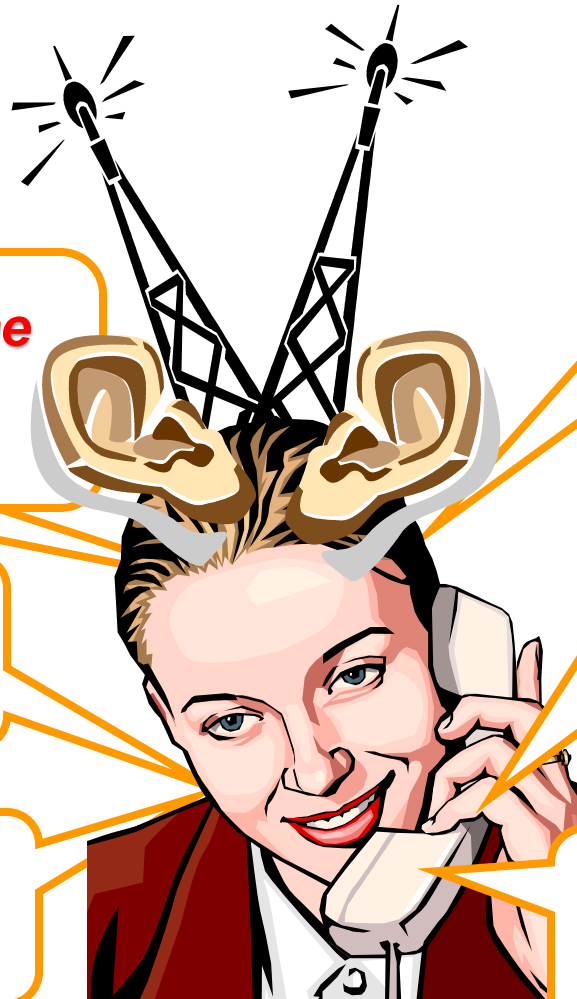
and ... **NetWeavers** learn to listen with a **second** pair of ears, as well as a **second** set of antennae. ...

Networking

“Can you supply **me** with something **I** need?”

“Can you be of help to **me**?”

“Are you a prospect for **me**?”



NetWeaving

“Is there **someone** I know who would benefit meeting **this person**?”

“Are there resources **this person** could provide to some of **my** clients or prospects?”

“Could **he/she** become part of my Trusted Resource Network?”

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How to do it?

Follow Up

- Do it **NOW!** Or the next day at the very latest

Follow Through

- The **QUALITY** and **CREATIVITY** with which you Follow Up

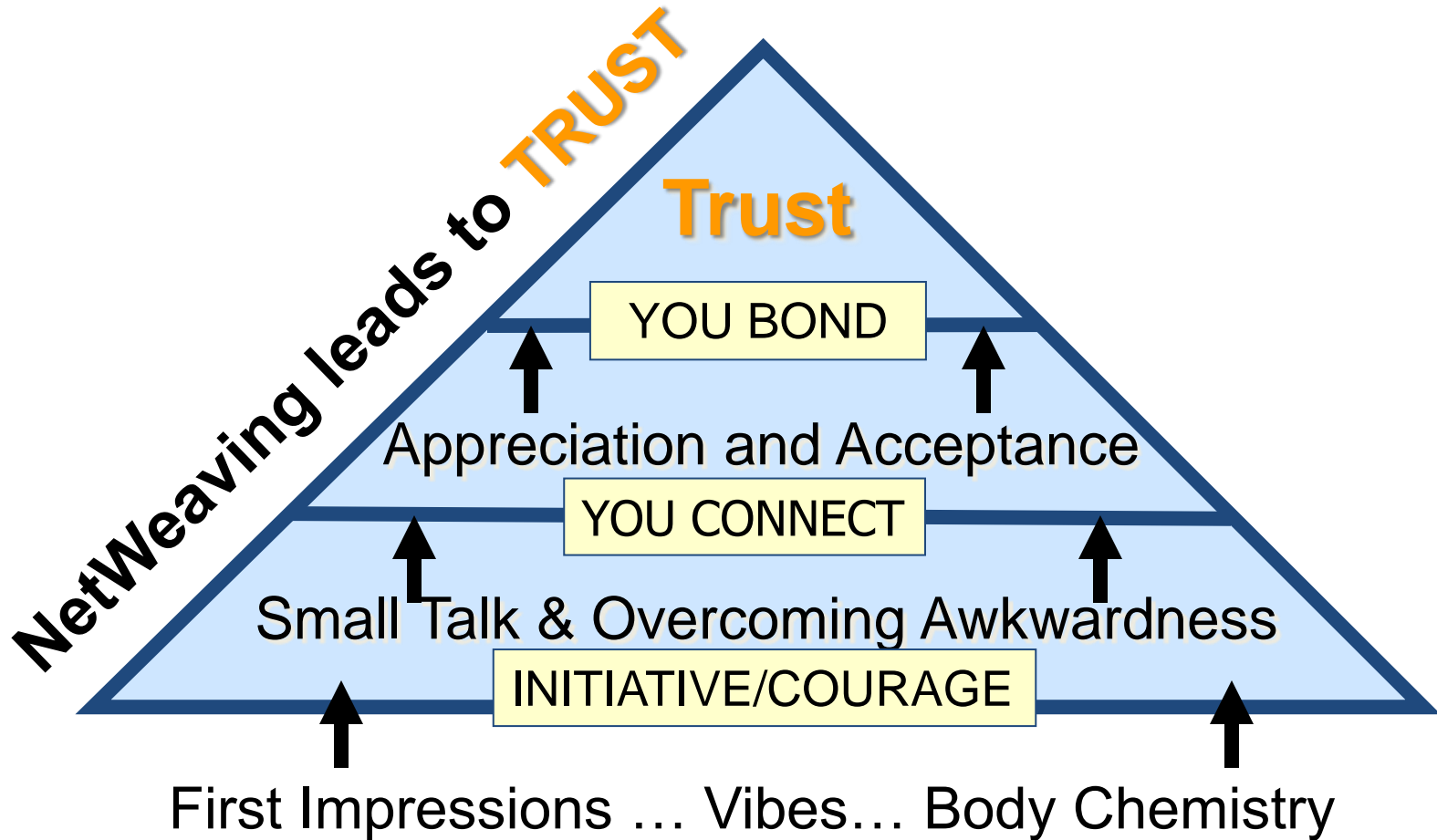
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The Three Skill Sets to NetWeaving

1. Being a **Connector** for other people ... with **their** needs, problems, and opportunities in mind rather than just your own.
2. Positioning yourself as a 'no-strings-attached' **Resource** for others and establishing yourself as the 'go-to' person.
3. Constantly being on the lookout for persons who are 'best of breed' at what they do and when you identify one, stay in touch and over time, add to your **Trusted Resource Network**

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How relationships are formed



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Based on Trust and the principle of **“PAY IT FORWARD”**

Pay It Forward



- **Create something to change the world**

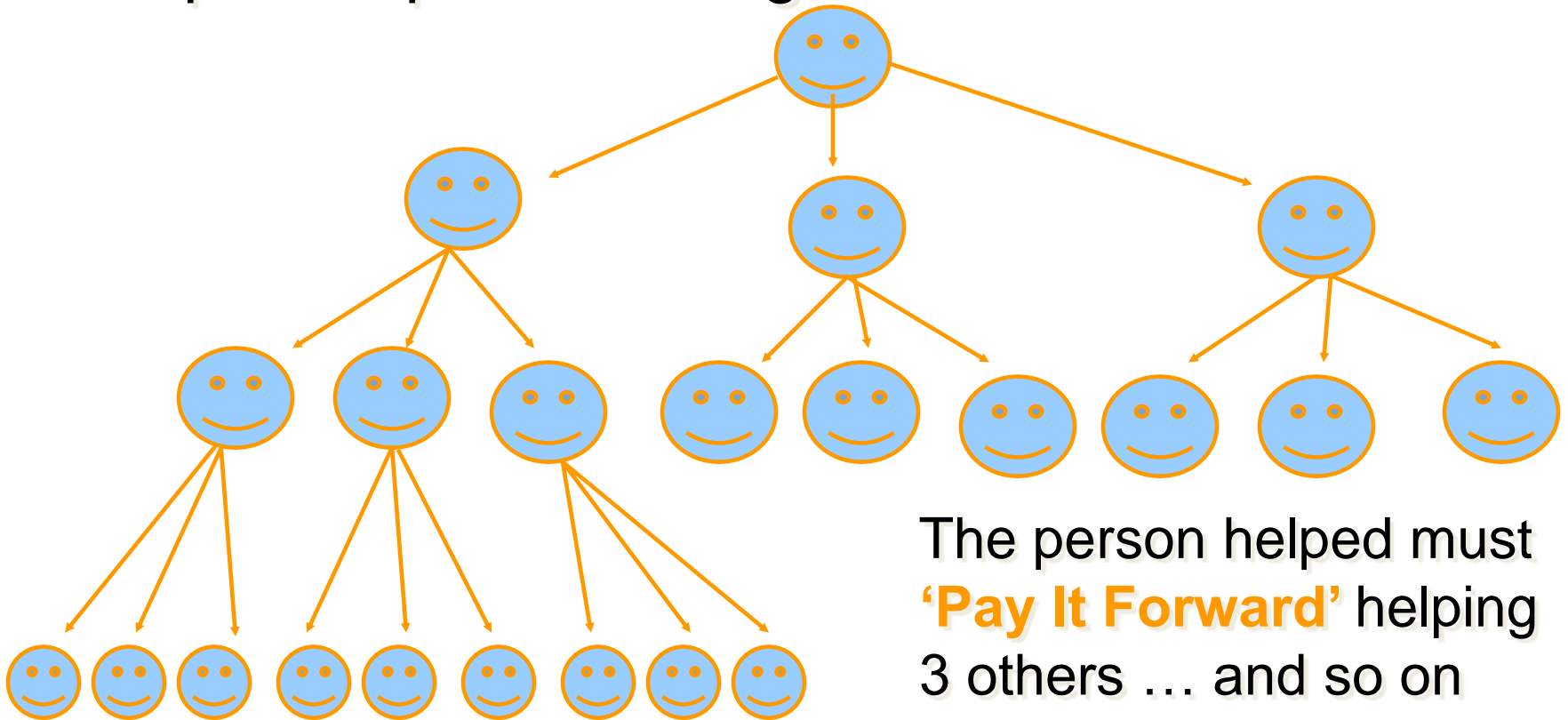


- **Put it into action**

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PAY IT FORWARD

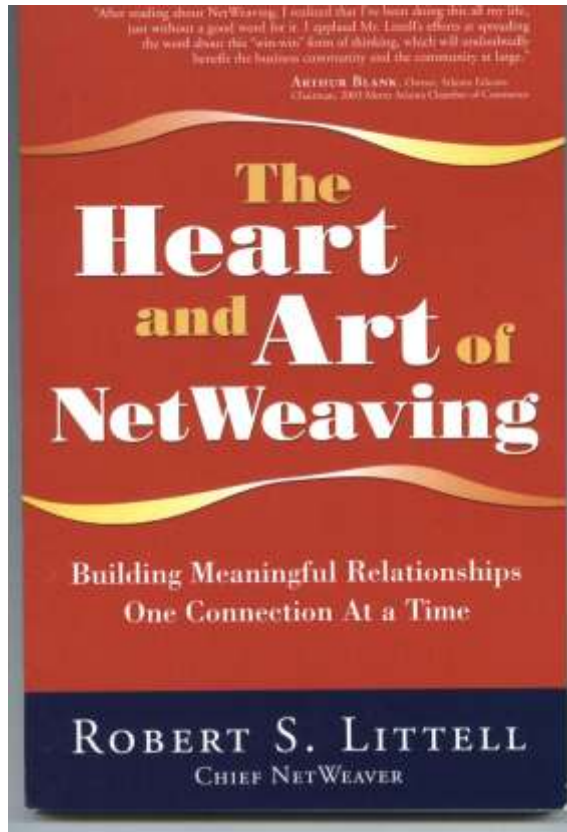
One person performs a “gratuitous act of kindness”



The person helped must **‘Pay It Forward’** helping 3 others ... and so on

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“The Heart and Art of NetWeaving”



[The book is available at Amazon for around \\$10.00 \(used\)](#)

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The Five-Step Program

- 1) At any Social, Business, or Networking Opportunity, meet a **MAXIMUM** of 2 or 3 people whom you decide you would like to get to know better (Make notes on the back of her/his business card)
- 2) Email a note. . .that night or, write note next day mentioning some of key points the person made.
- 3) At the one-on-one meeting, review a little bit about NetWeaving and the NetWeaving philosophy
- 4) Host a meeting to introduce your new contact to someone he or she would benefit knowing
- 5) Wrap up the meeting and encourage – Pay It Forward

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The Connectors



- **Not only enjoy connecting people, but they have an extensive network within which to do it.**

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The Mavens



- **High credibility. . .Subject Matter Expert**

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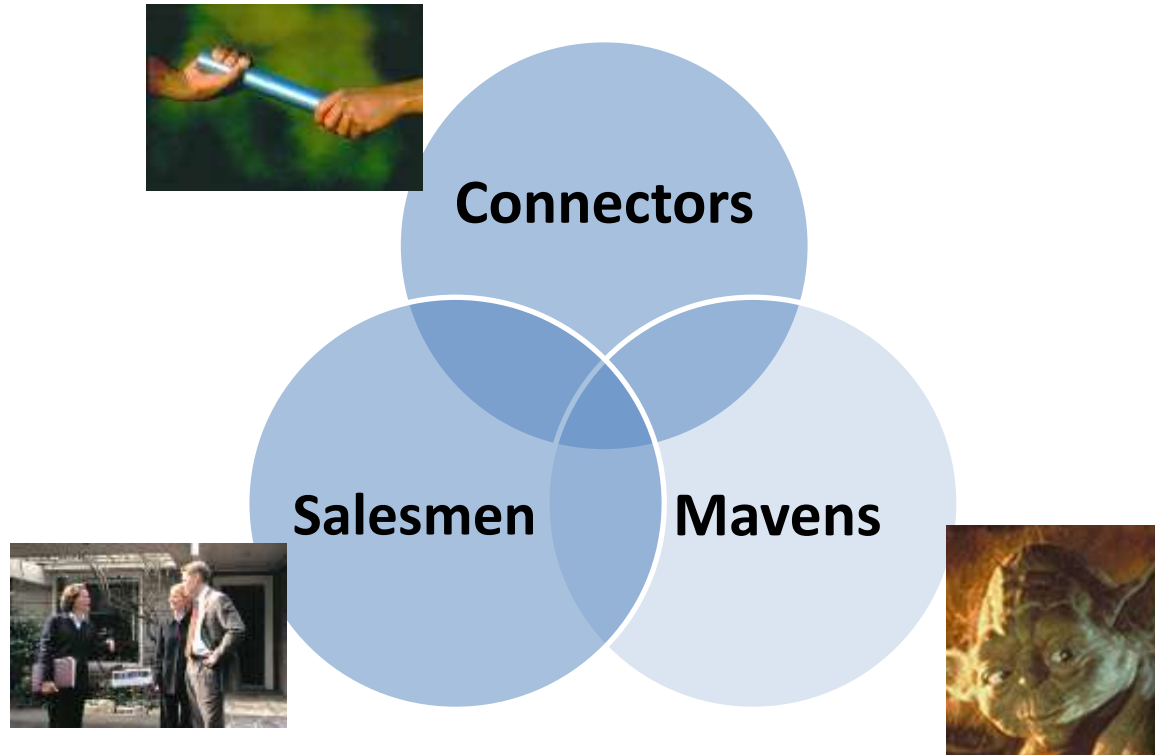
The Salesmen



- **Good at inspiring people to take action**

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Identify those who are exceptional at all three



Find ways to stay in touch and provide value

So, when will you start to
“Weave” your “Net”?