

**THE NETWORK YOUR WAY**  
**BLUEPRINT**

**HL.**



**Building connections with the right people can open the doors to new opportunities and increase sales.**

This quick training is going to share the easiest ways to build your network using Hour League™!

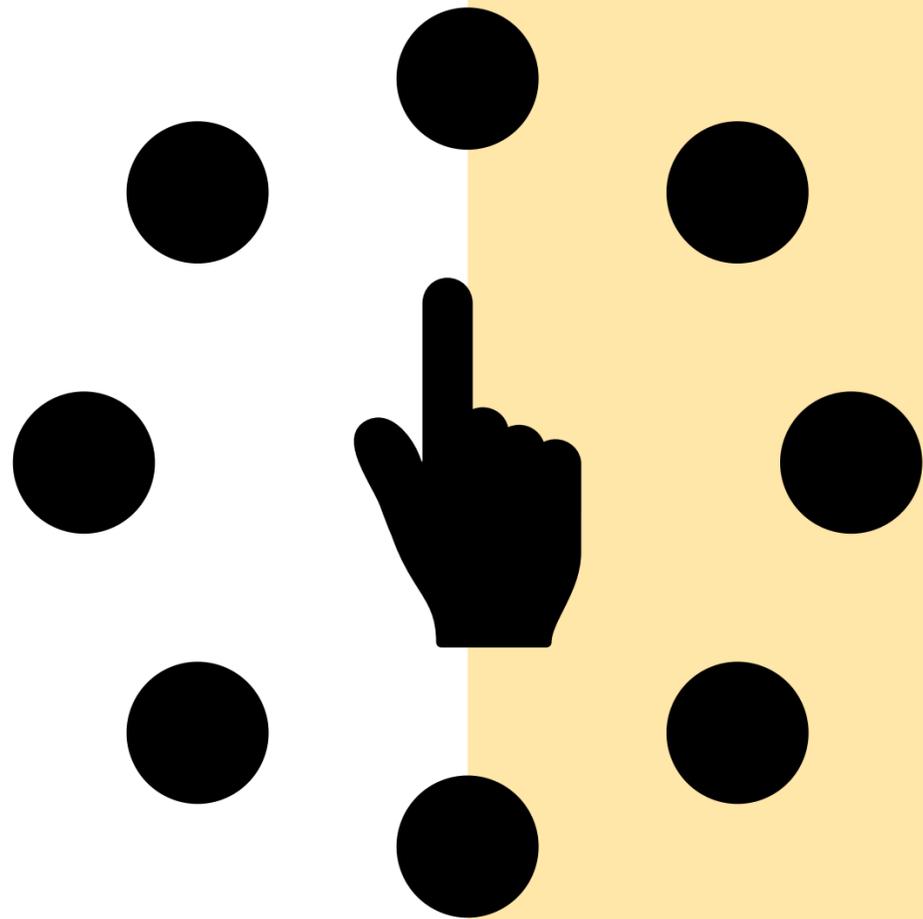
You will learn where you can build connections to establish a strong network in more than one way.



**The first step is to acknowledge that there is more than one way to network.**

Beyond speed networking, coffee chats, traditional networking and other forms of typical networking events.

Our Hour League™ Founder strongly disliked traditional networking and is also introverted. That inspired her to create opportunities for you to build relationships and get results unconventionally and in a way that works for you.



Do you ever just want to run when you immediately get pitched before getting to know someone? Or how do you feel when you leave a networking event? Did you establish real relationships? Was your voice heard? Are you building your network after?

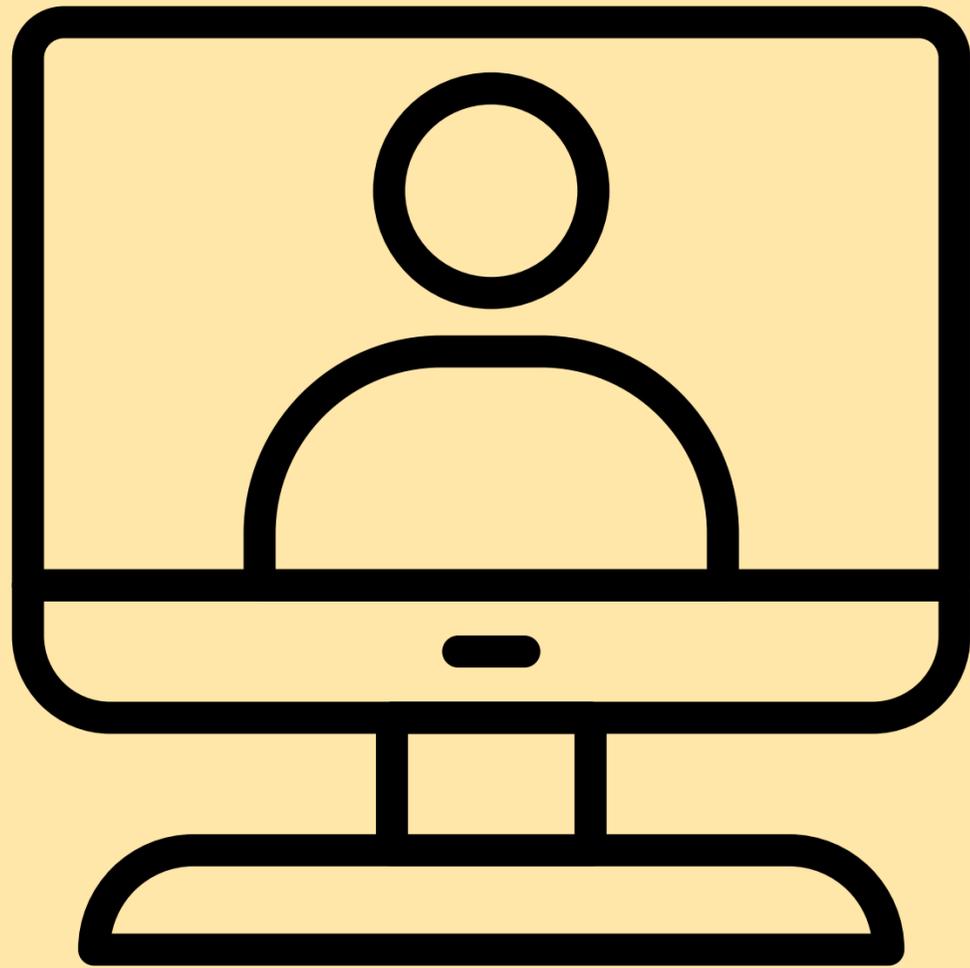
## **YOU HAVE OPTIONS!**

Networking to build meaningful business connections can happen in **several ways and it's critical to find what feels right for us as individuals**, while challenging ourselves to grow.

# IF YOU ARE

- ✓ Introverted
- ✓ Extroverted
- ✓ ADHD
- ✓ Shy
- ✓ Quiet

**...or anything else not mentioned, then this is perfect for you because there are ways to network for everyone. You're never alone.**

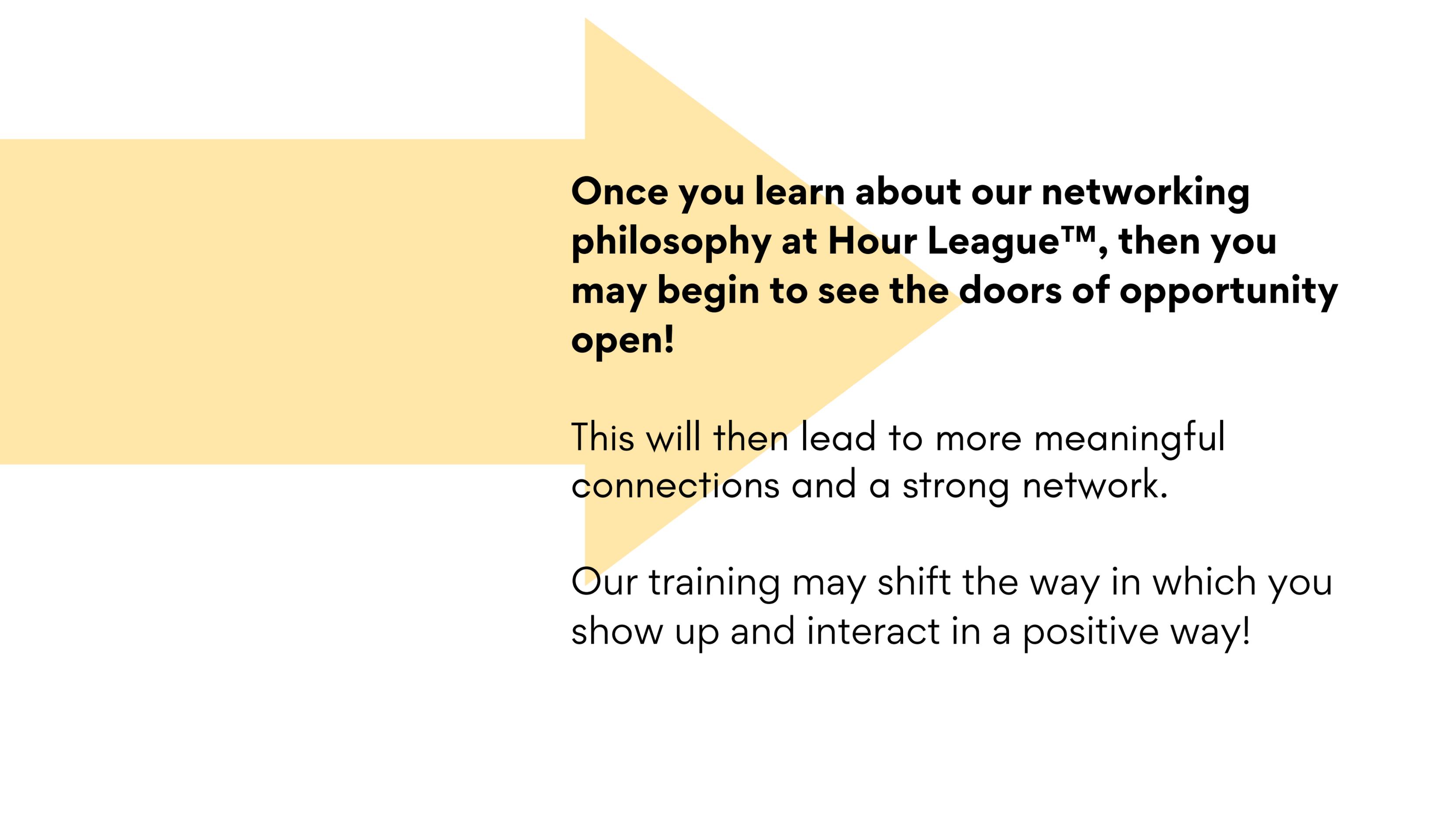


**Building a network in business begins with establishing quality relationships.**

Quality relationships stem from TRUST.

The takeaway in this mini training is that connections can actually stem from more than just a traditional networking event.

**The advantage of VIRTUAL events is getting to know someone face to face, but a virtual event doesn't have to be titled "networking."**



**Once you learn about our networking philosophy at Hour League™, then you may begin to see the doors of opportunity open!**

This will then lead to more meaningful connections and a strong network.

Our training may shift the way in which you show up and interact in a positive way!

**3 easy ways to**  
**BUILD YOUR NETWORK**

**HL.**

**Roundtables**

**Power Hours**

**Brainstorming**

**roundtables**

**HL.**

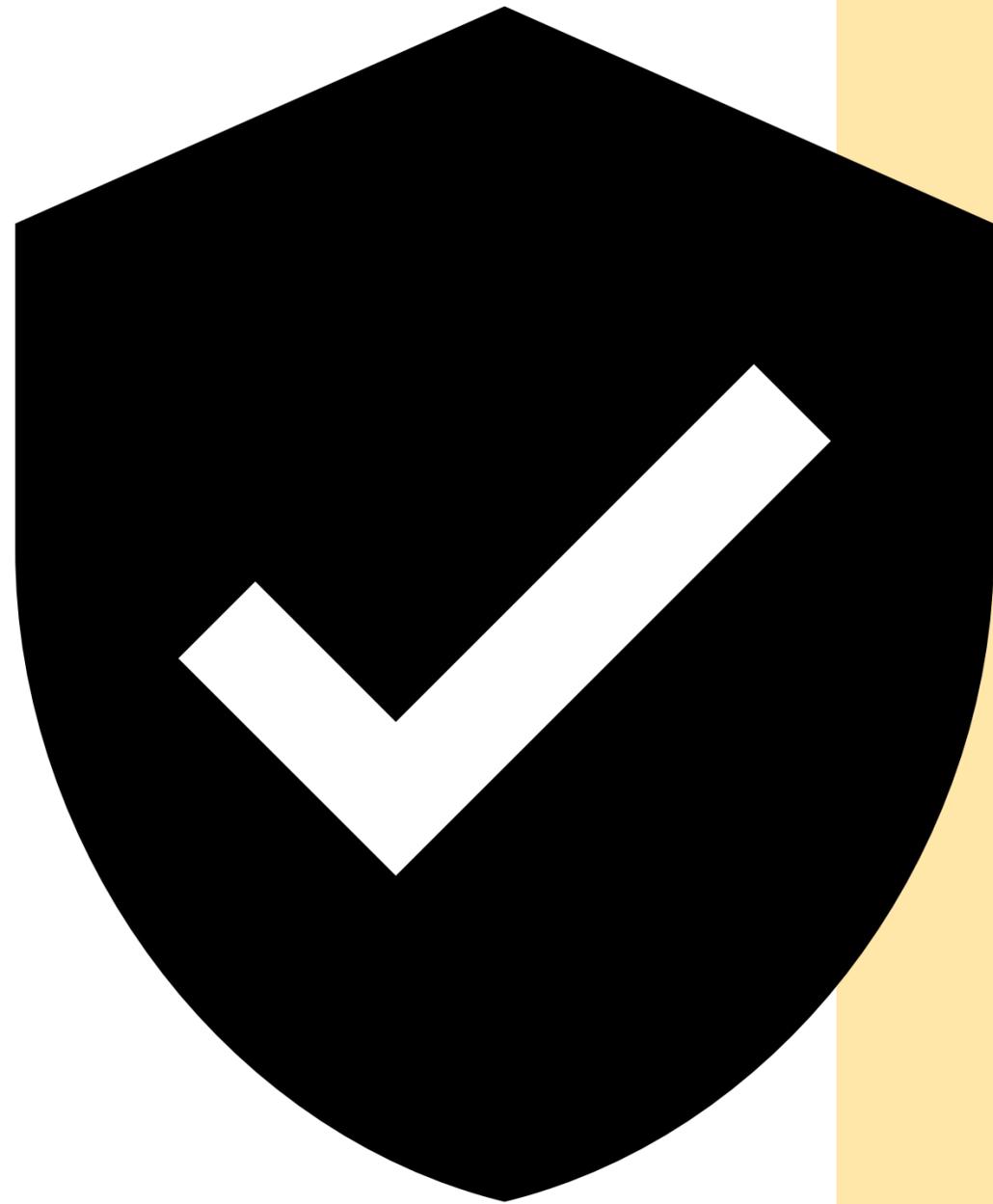
## **ROUNDTABLES ARE A FORM OF NETWORKING.**

At Hour League™, Roundtables allow your voice to be heard through the discussion of different topics.

When people know who you are at the core outside of business, you can establish a relationship resulting in trust, rapport and credibility.

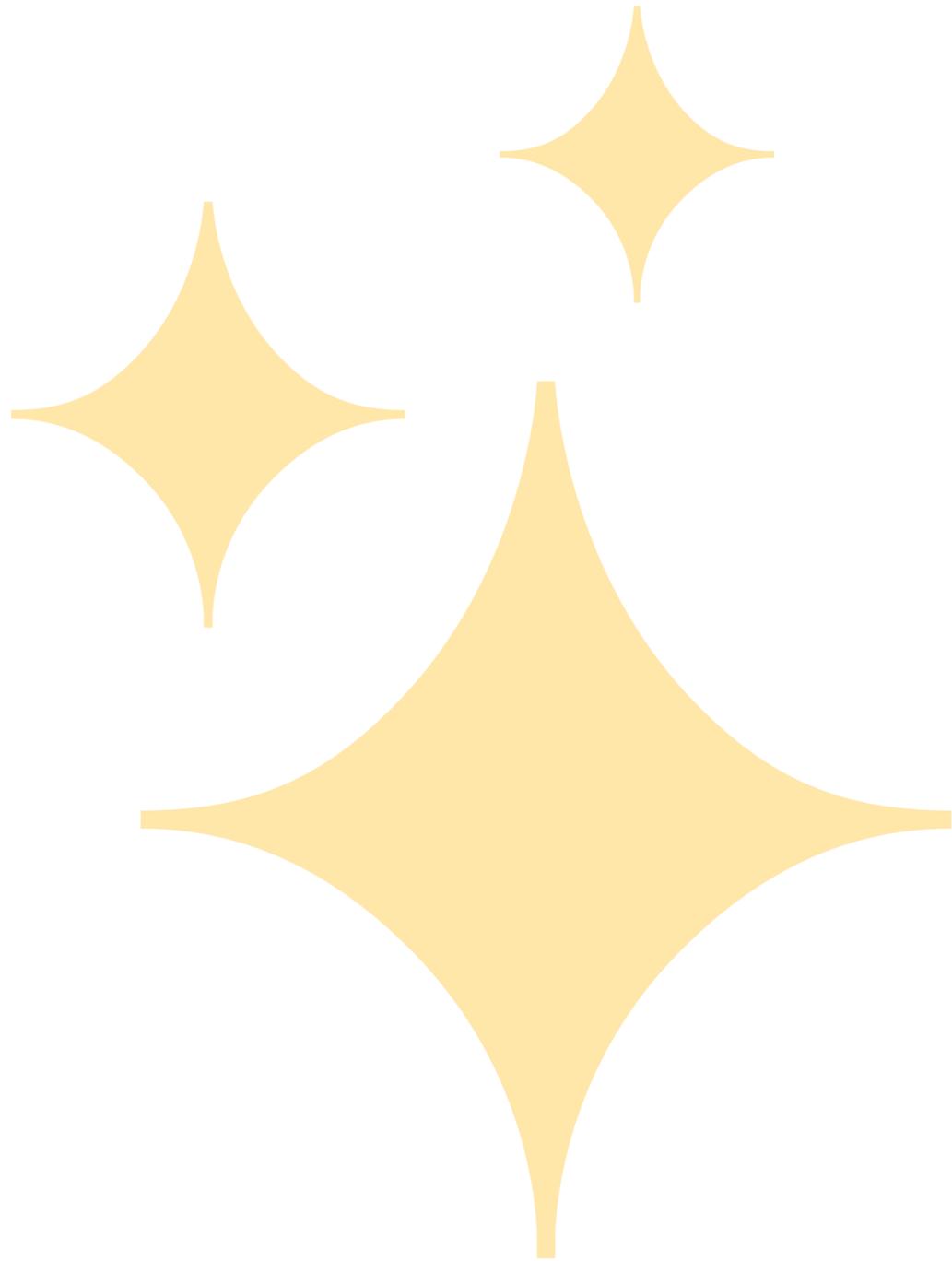
**Roundtables are opportunities develop meaningful connections.**

**As you speak your truth on different topics in a safe environment, you attract those that share similar values, beliefs, common interests or even people that challenge you for growth purposes.**



Building meaningful connections in business to establish a network that produces more leads and sales **begins with trust.**

Natural conversations where your voice is heard will increase your visibility and get the right people listening. More importantly, they will remember you!



**When you spark someone's interest, they are more likely to reach out or even refer you.**

As you connect, the focus of pitching disappears and there will be an increased focus when it comes to genuine interaction.



That means people reaching out to ask you questions, to see how you can work together or what collaborative opportunities may arise.

**This happens without a pitch and it stems from natural conversation.**

**There is nothing wrong with pitching and you do have opportunities to share your offers. It is just done differently.**

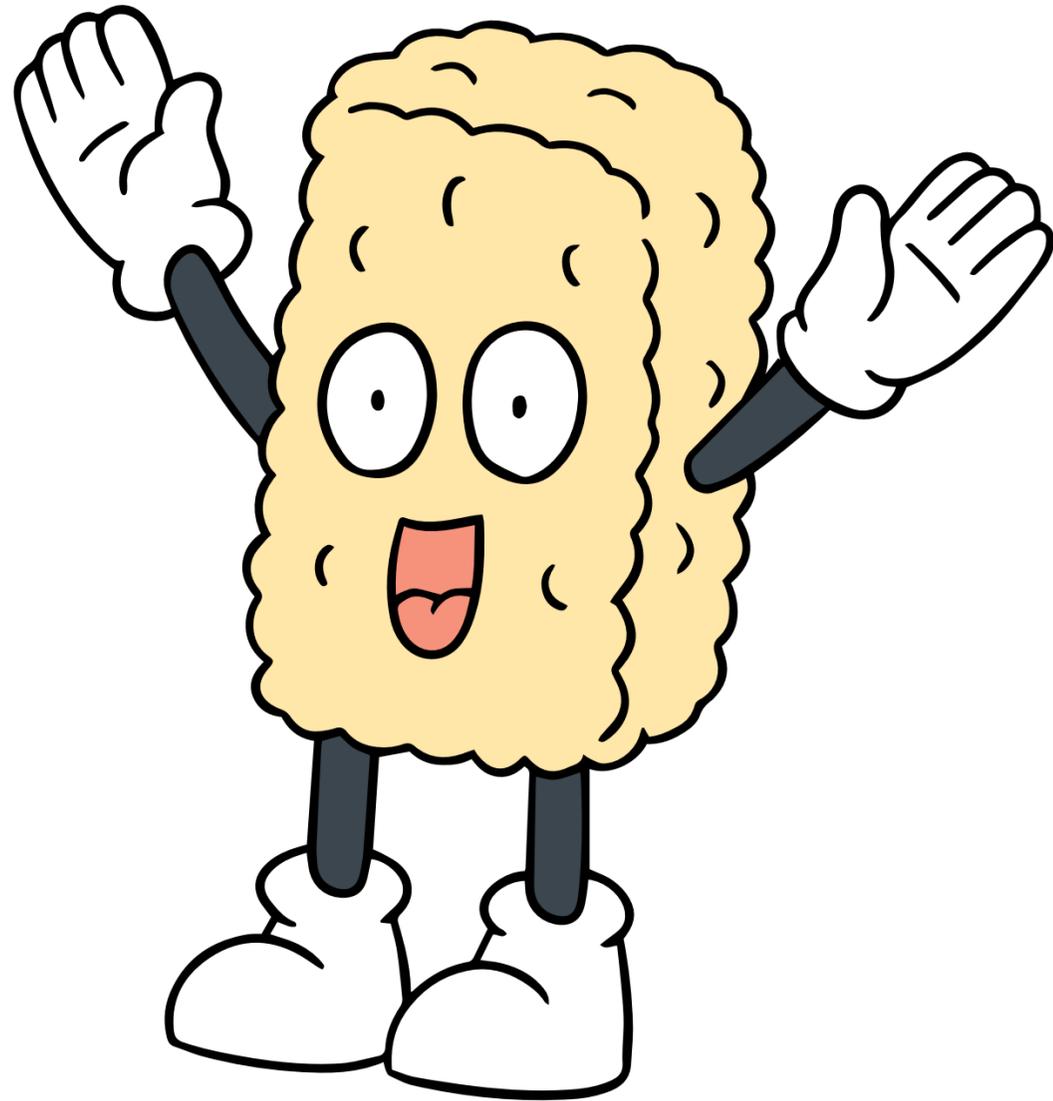


The best part about getting to know people is that their guard is down, as you're building trust.

**If you feel that something you offer may benefit them or their audience, then there isn't any shame in sharing your offer or ideas.**

In fact, it's encouraged that you do so to increase sales!

**The difference is that other participants are going to be open to having a conversation with you because of the nature of this event.**



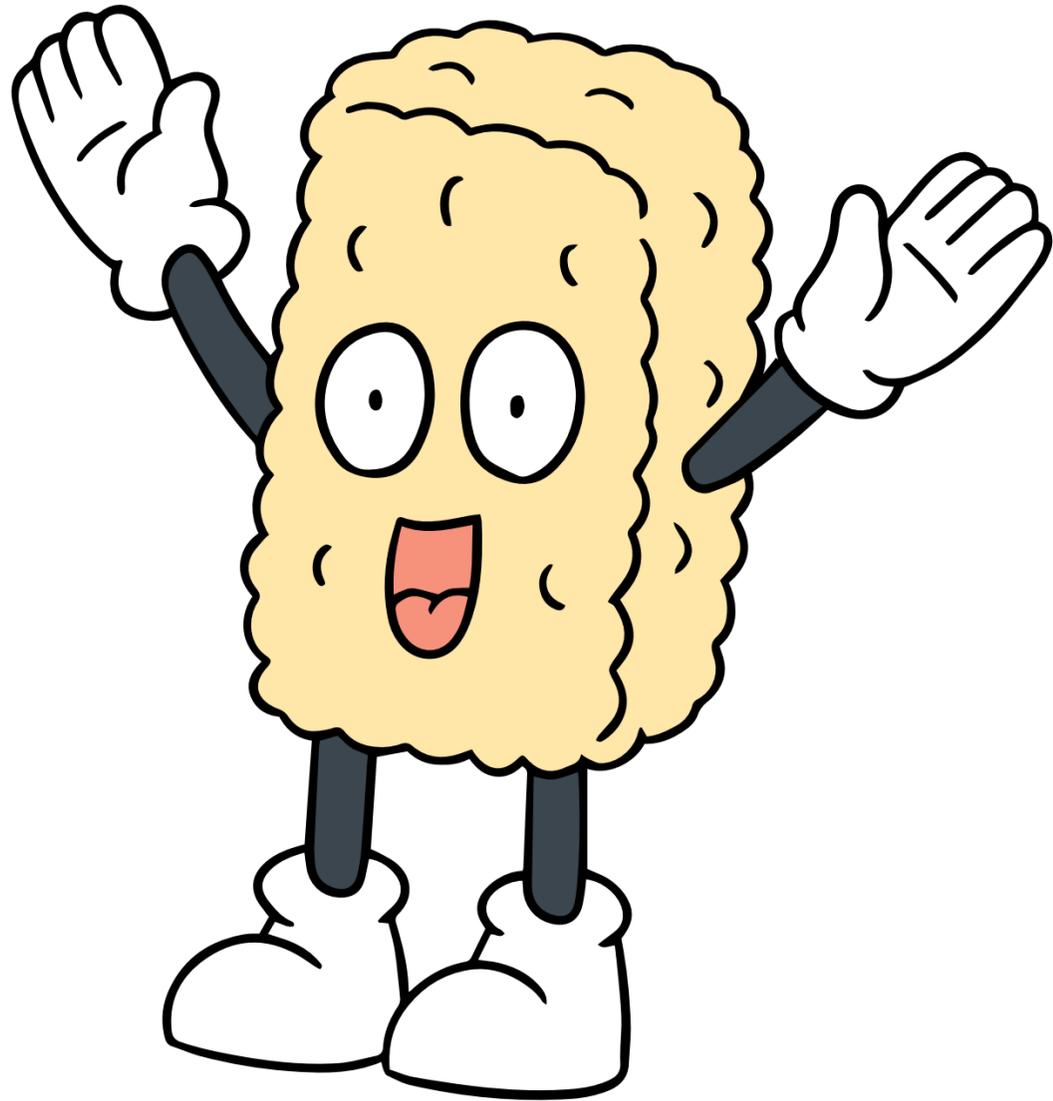
# GOLDEN NUGGETS

You don't have to have an offer or freebie to pitch.

**If you don't, you can simply have people follow you on social media, join your Group or even just connect in a message.**

As you create offers and resources, you will have an established network to share with.

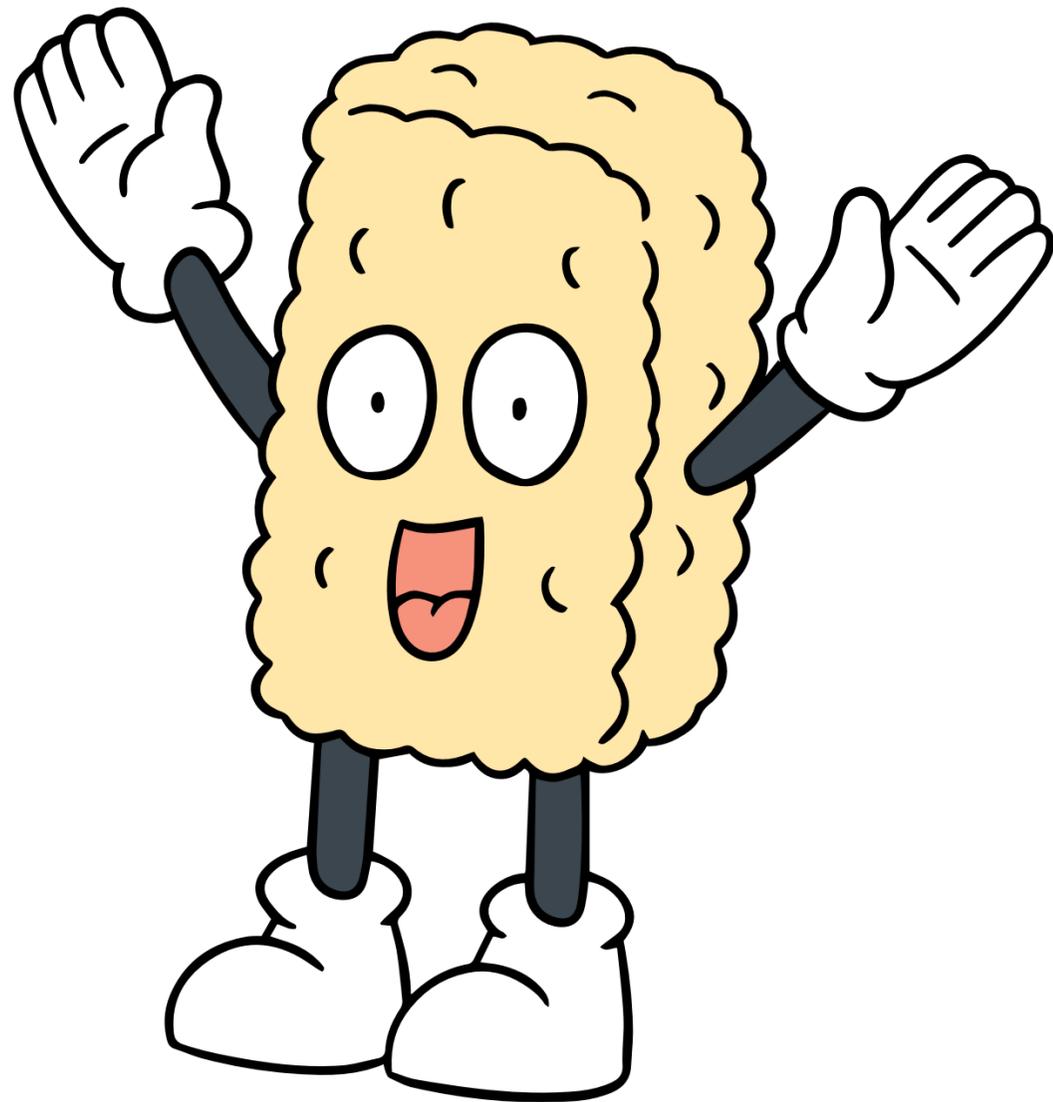
# GOLDEN NUGGETS



If you know exactly what you want to promote, make sure to send it to the right people that might benefit.

Adding a personalized touch or asking people to share it with others that may benefit will help with growth.

**Follow up with the people in which you've connected to increase conversion and enhance connections!**



# GOLDEN NUGGETS

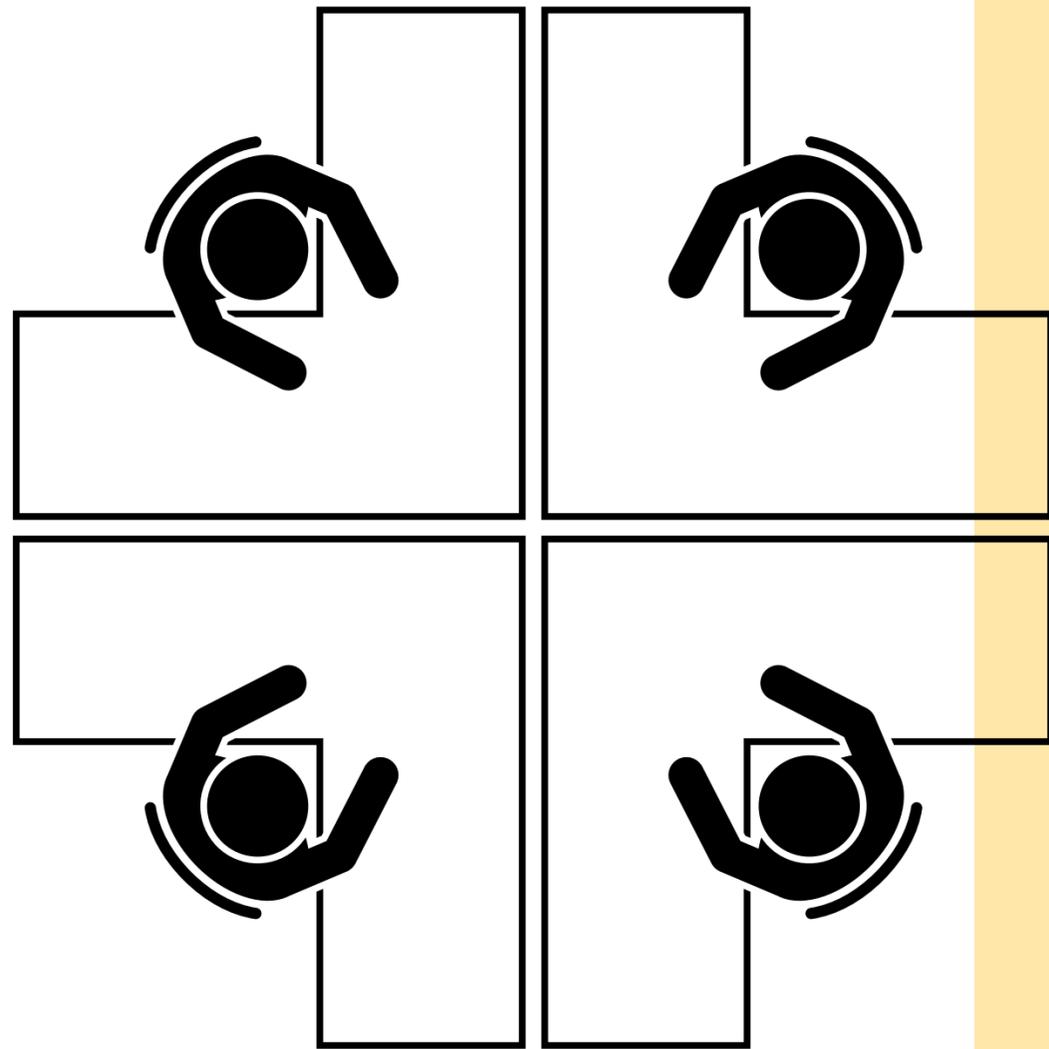
If you are just beginning and have no idea what you want to offer, that's ok!

Use this space to build out a network. **Focus on the relationships and connect** with people that are in alignment with you, that inspire you or people you can learn from.

**WITHOUT ACTION YOU WILL NOT SEE RESULTS!**

**power hours**

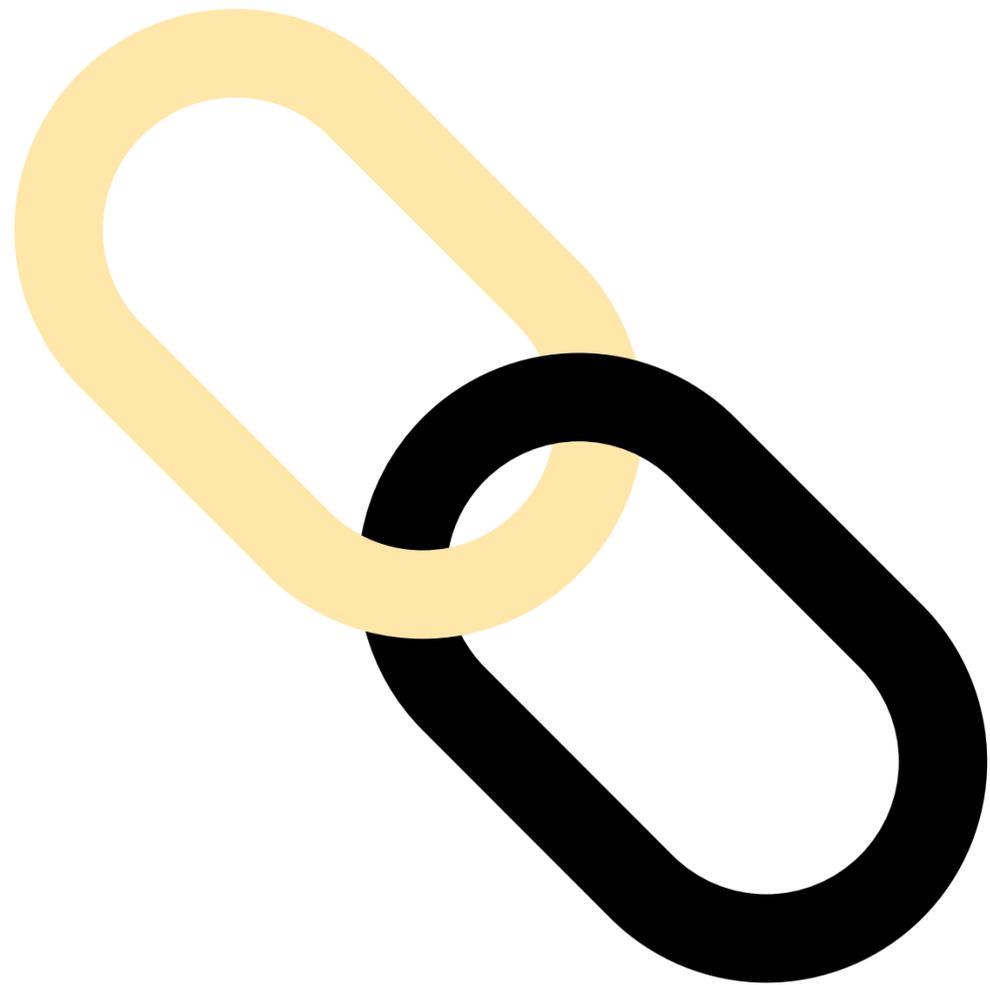
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Power Hours at Hour League™ are more than co-working sessions.

While we are focused during this hour with very little chatting, we get in the habit of seeing people on a consistent basis.

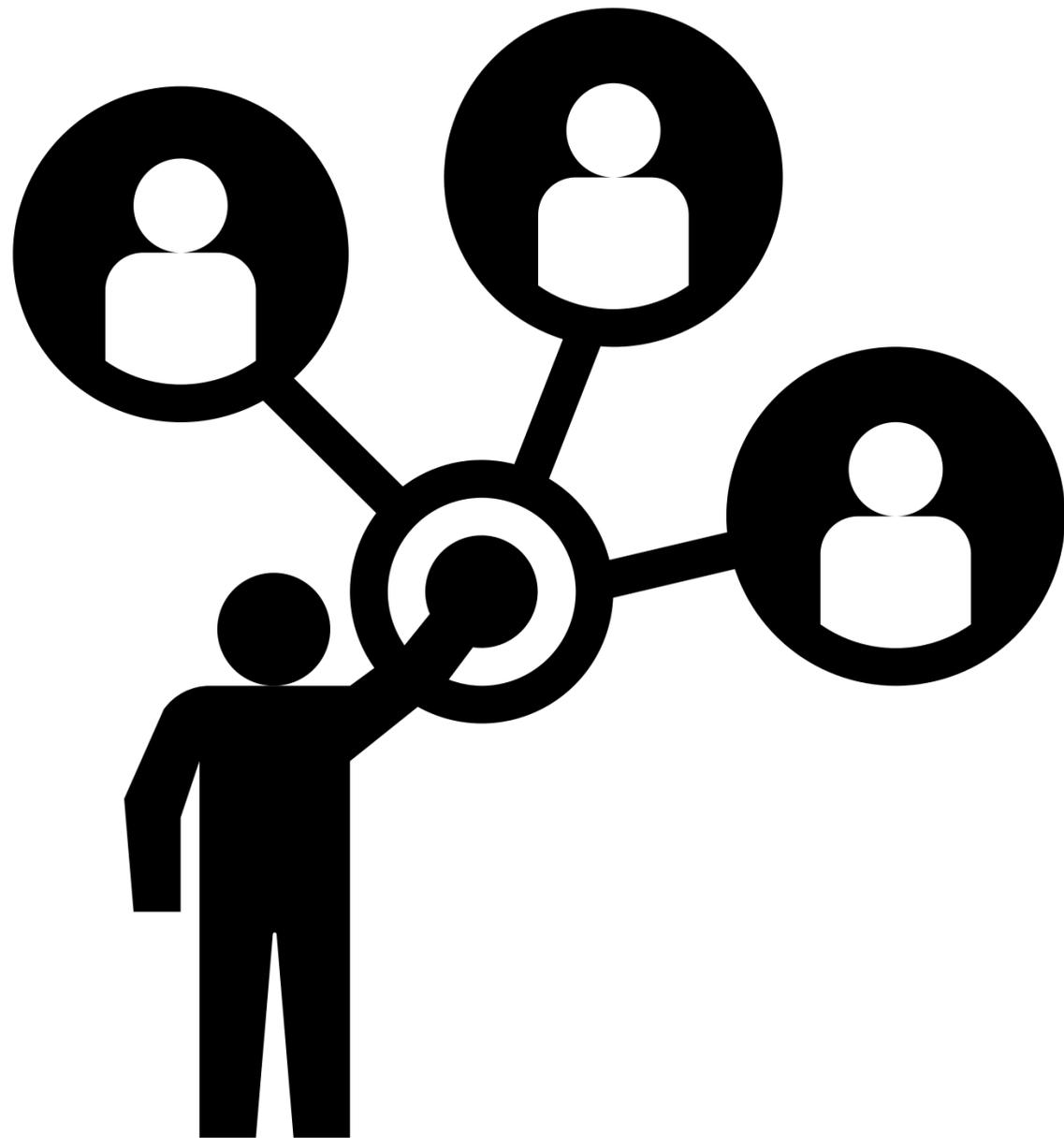
**This allows us to become more comfortable to ask questions, share wins and connect during the break.**



Furthermore, you may see some of your fellow Hour League™ family members at other events, where you can hear who they are at the core like at a Roundtable Networking Event.

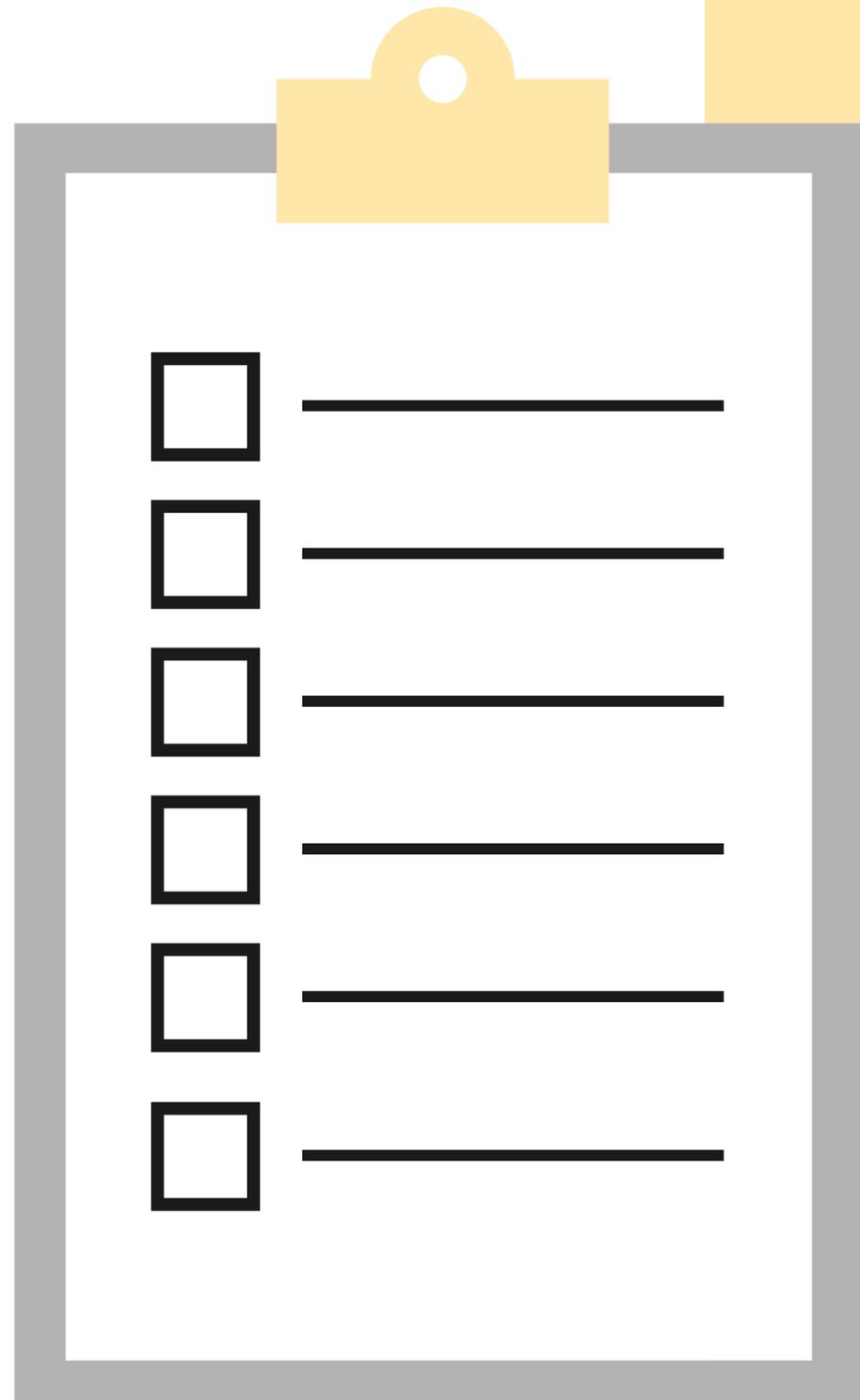
Now, you have the opportunity to work alongside those that you are getting to know and understand.

**This deepens the connection.**



Whether or not you attend any of the other Hour League™ events, Power Hours are a great way to connect face to face with other entrepreneurs and as questions or wins arise, it opens up the doors for other entrepreneurs to come in and help.

**Not only is this a win for you, but this connection can be taken outside of Hour League™, as you're getting to know someone from a co-working session.**



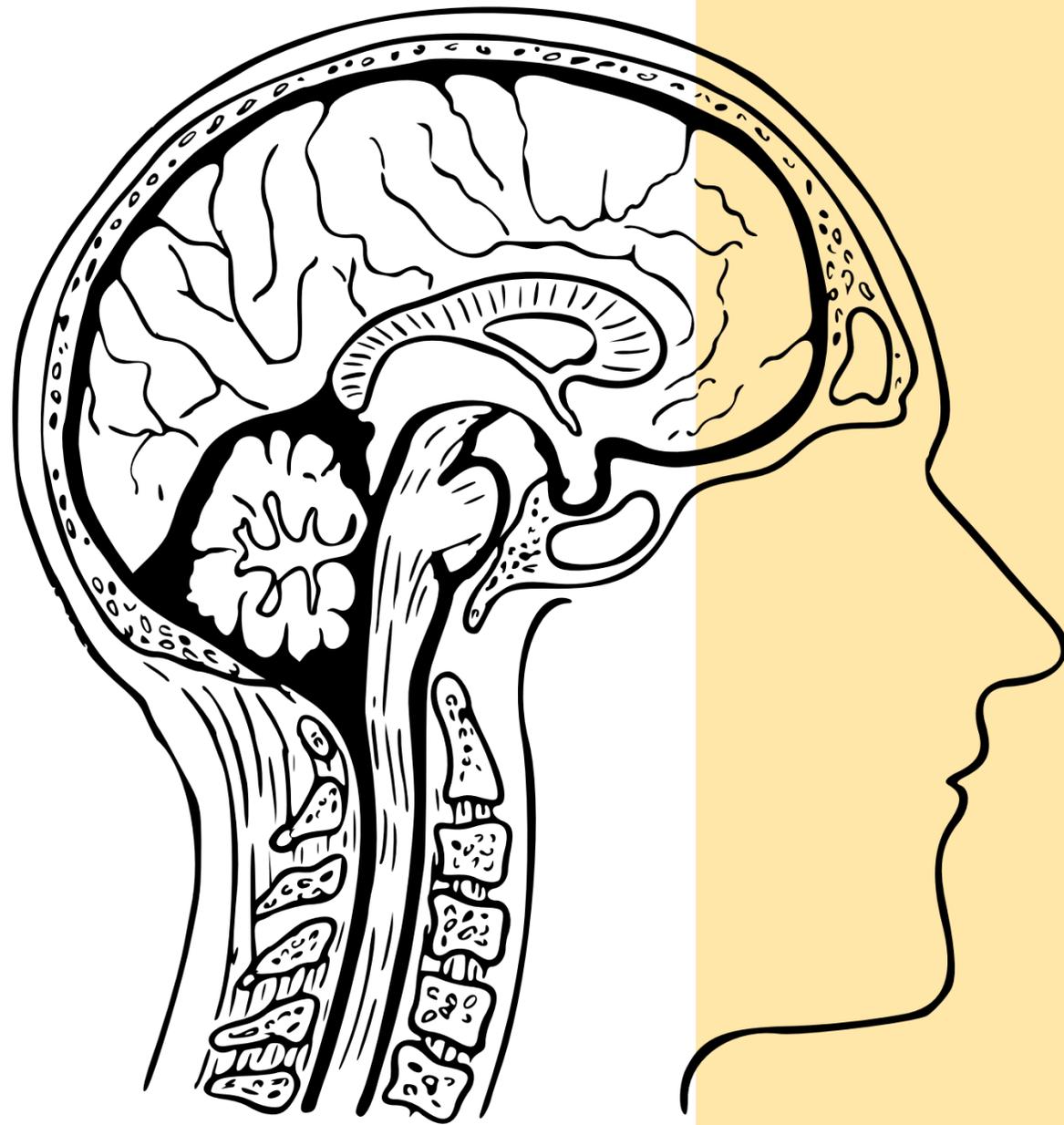
As you see others working on tasks and making progress, it may peak your curiosity to ask them what it is they offer.

**You will be able to see each other hard at work or even opening up about what's happening in their business and life.**

This builds a very natural connection and you never know where a connection from a simple co-working experience may lead.

**brainstorming**

**HL.**



## **BRAINSTORMING SESSIONS AT HOUR LEAGUE™ ARE MASTERMINDS.**

You come in with questions, seeking assistance, feedback or to learn and you gain knowledge from experts in all different fields.

### **How does this apply to building a network?**

Hour League™ members are going to share their expertise and you may share as well.



Sharing experience is adding value especially in a virtual space.

**This will let people know who you are, what you know, what you're capable of and what you offer in a setting outside of traditional networking.**

As you and other Hour League™ members gain those "AHA" moments, answers and clarity, try to take a step back and remember that you're building relationships by opening up the conversation.

Imagine you provide a solution to another Hour League™ member and it works!

**You have established trust and they will be more likely to open up to you.**

Maybe you take that conversation outside of Hour League™ to see how you can work together or collaborate.

Or maybe, the first step is to simply follow each other on social media and gather engagement from the right audience.

**Sharing your expertise through Brainstorming Sessions is a form of networking and it gives you a way to build trust that leads to solutions for entrepreneurs. Those solutions can lead to referrals and sales in an unconventional way.**

**now what?**

**HL.**



**The purpose of this mini training is to give you new perspective on different events and how they can help you to build meaningful connections with the right people.**

Because these events are intentional, Hour League™ members become genuinely curious about who you are and what you offer.

**This naturally leads to conversation without having to feel pushy.**



**Try different events to see what feels right for you.**

You may have a preference or enjoy them all.

**But remember, networking is more than traditional introductions and pitches.**

Any opportunity to see people for who they really are can help you establish a real network and that can lead to endless possibilities!

**Please refer back to these mini trainings as reminders and make sure to review all that are released at your convenience.**

**Thank you for being a member of the Hour League™ family!**