

RELATIONSHIP BUILDING
BLUEPRINT

HL.



This training will provide quick & easy ways to enhance your experience at any of our Hour League™ events.

The goal is to understand **how to establish a long-term and high quality network** of real relationships to increase results!



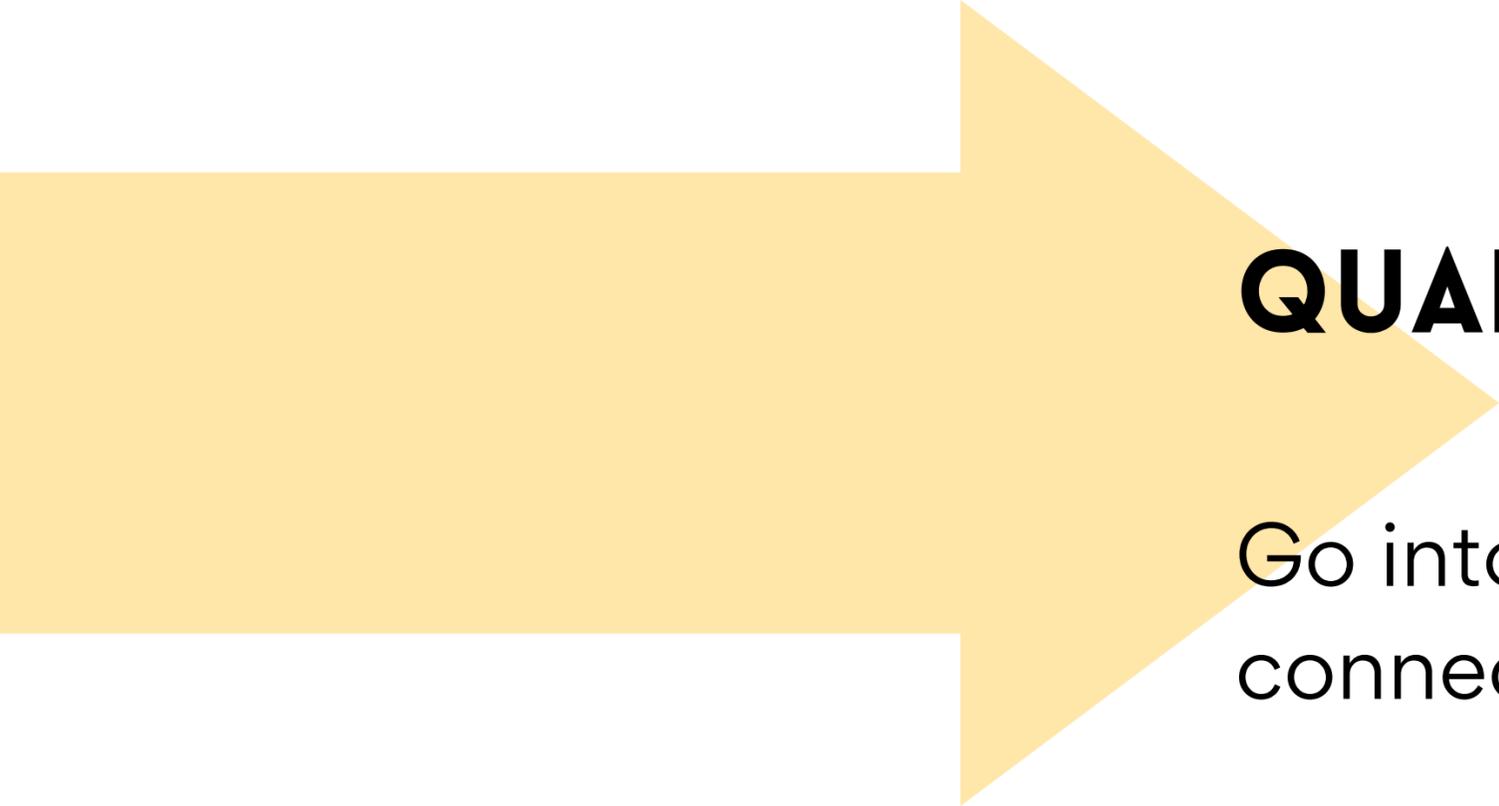
**You can also print out our
"Networking Tips" sheet** that
you can find in the Hour League™
Facebook Group or within your
portal.

First things first... this doesn't have to be a major time commitment.

Please review the "Plan It Your Way Blueprint" for guidance.

You do not need a million connections.

A single connection is a major win, so embrace the opportunity and what this can do for your business.



QUALITY OVER QUANTITY

Go into any of our events with the mindset of connection!

Focus on genuinely connecting with a couple of people, as this will result in a greater ROI long term. You will also remember more people and they will remember you.

While speed networking is great, we do not offer speed networking at this time because we want you to take your time building a high quality network!

FORM A REAL CONNECTION

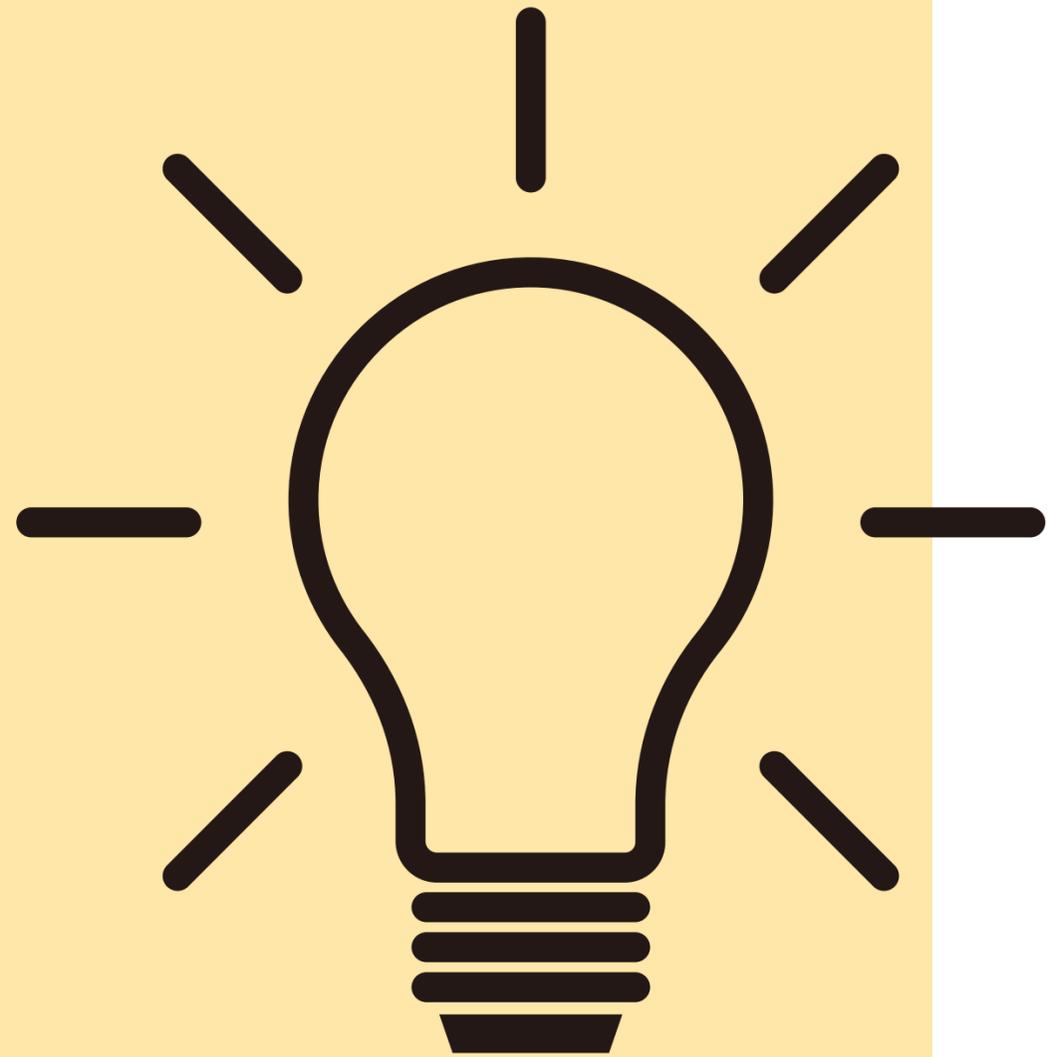


If you hit it off with someone or find that you are either in alignment and have similar values, **pursue the connection. DO NOT forget.**

Remember, sometimes one very high quality and real connection can lead to opportunities you have never imagined!



During an event, message the person. Take time after to connect and explore how you can help one another.



EXCHANGE STORIES

This can occur during or after an event. **Ask questions about each other** that encourage them to open up and share stories.

Not only can this lead to a stronger bond and trust, but it can also **form new ideas!**

RESPOND TO OTHERS

Communication = CONNECTIONS!

If someone shares something that resonates or intrigues you when networking (through any of the Hour League™ events), respond in a way that works for you. But you must reply.

Connect with them, acknowledge them and provide insight or feedback! **EVEN IF IT'S JUST IN THE CHAT.**





BECOME A RESOURCE

You already are an incredible resource and part of building quality relationships is **trust.**

Share insight with your connections based on their questions or stories over and over.

Continuously provide solutions if this situation is appropriate, as this will instill rapport and credibility.

BUILD THE CONNECTION OUTSIDE OF EVENTS

You won't get results without action. Make a point to reach out after events.



Ask the person in which you're connecting in the chat where to get in touch. Maybe it's through email, a DM or to follow them on social media.



One of the best tips is to ask them what they are working on and use that in the follow up to show genuine interest. This way they will also remember you!



DO NOT GET DISCOURAGED

Not everyone is going to be your person, so if a connection doesn't work out, then go with the flow.

If you make a single connection at one event, don't get discouraged either! **A single connection is a major win and can absolutely be worthwhile.**

Focus on the big picture.

**the little things make the
biggest impact. take action
and get results!**

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