

Networking with Soul

Building authentic connections that transform your business and career



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1 CLARITY

Get Crystal Clear on Your Value

If you are unclear about who you serve, what problem you solve, or why it matters, you'll default to rambling or pitching. Clarity builds confidence. Confidence builds trust.

When someone asks what you do and you give a three-minute explanation, you're not building connection. You're building confusion.

 The clearer you are about your value, the more magnetic you become in any conversation.

Your Clarity Checklist

1. Can you describe who you serve in one sentence?
2. Can you name the specific problem you solve?
3. Do you know why your work matters?
4. Can you explain your value in under 30 seconds?

Ask Better Questions

This is where most people miss it. The highest earners in any room ask better questions. They don't start with "What do you do?" they open doors with genuine curiosity that creates instant differentiation.

What are you building right now that excites you?

This question reveals passion and current priorities, giving you immediate insight into what matters most to them.

Where do you see the biggest opportunity in your business this year?

You're asking about vision and strategy, not just surface-level activity. This is how professionals think.

What's been unexpectedly hard?

Vulnerability breeds connection. This question shows you care about the real journey, not just the highlight reel.

If I could introduce you to one ideal person, who would it be?

You're positioning yourself as a connector before they even ask. This is proactive generosity in action.

What kind of conversations are you hoping to have more of?

This invites them to share their needs and desires, giving you a roadmap for how to add value.

Notice: none of those questions start with revenue. They start with direction. Curiosity lowers defenses, signals respect and creates differentiation instantly.

Build Trust Through Rhythm

Networking is not an event. It's an operating rhythm. Trust doesn't happen in a single conversation, it compounds over time through intentional, repeated action.



Follow Up

Send that message within 24 hours. Reference something specific from your conversation.



Remember Details

Keep notes. Recall their goals, challenges, and what matters to them personally.



Connect People

Be the person who makes warm introductions. Generosity creates loyalty.



Add Value Unexpectedly

Share an article, make an intro, or offer insight when they're not asking for it.

No one refers a stranger. And no one trusts someone who only shows up when they need something. Consistency builds reputation. And reputation is the real currency.

Show Up With Soul

Remember these five questions. Go in with soul and grounded in who you are. Ground into your values, what you offer, show up confident in what you bring, and how you can genuinely help. When you network from this place, everything changes.

Authentic connection isn't a tactic. It's a practice. And when you master it, you don't just build a network, you build a community that propels you forward.

Lead With Soul™



The rules have changed.
The game has changed.

Learn how to play to win, now.

CHESS NOT CHECKERS

Get on the waitlist and join us

Leaders Anticipate and Act

Followers Hope and React

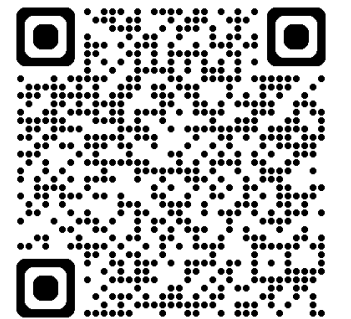
Which are you?

Lead with Soul™ is the only book that turns everything you've learned about leadership into your **Leadership Methodology**™.

"Leadership isn't about circumstances—it's about people." Jeff Nixon, CCO, Proponent

This book is for modern leaders ready to bridge the gap between performance and humanity.

Lead with Soul™ is both a guide and a mirror. **Go** on a journey from managing tasks to leading a proactive team.



**Get on the
waitlist now!**

Thank you!!



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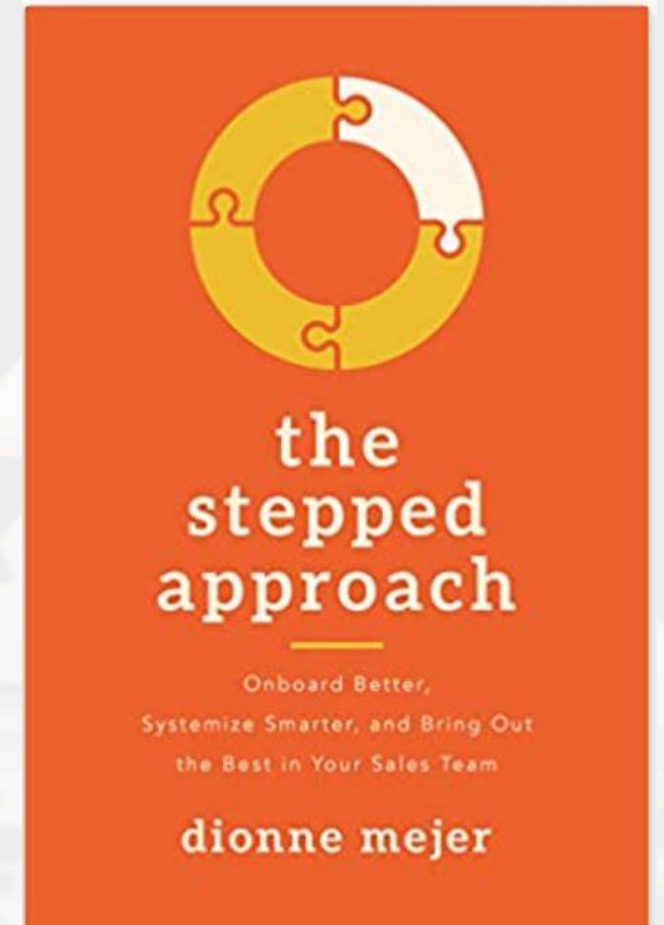
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Certified NLP Practitioner and Life Coach

Positive Intelligence Coach*

Revenue Excellence = System + Delivery + Implementation + Soul



Get the book!