

Email intro to Module #7

Welcome to week #7 of the Keep-in-Touch Kickstart. At this point, you've learned the basic steps for effectively networking and initiating business relationships.

This week we're covering the ABC's of business relationships. What does this mean? Basically, you're grouping your business contacts into categories so you can connect with them in different ways and for different reasons (more on this in Module 8).

Module 7 – The ABC's of Your Business Relationships

You'll start by thinking about who you know. The first exercise is to make a list of *everyone* you know, and it might seem daunting at first to look at all the blank lines... because there's 250 of them! But I guarantee you'll know 250 people.

I remember wondering if I would *ever* be able to fill all those lines in when I did a similar exercise. I was pleasantly surprised when I was able to fill each line and then some.

If you get stuck, review the people you've already written down and see if anyone new comes to mind.

Don't worry about sorting or filtering, just write it down. You never know when one person will open the flood gates to others you might have temporarily forgotten about.

If you really get stuck, put it down for a while and come back to it later.

I know people who have done this and been in awe of how many people they know.

The second part of this is sorting them into categories.

If you have any questions about this exercise, or anything else in this module (or other modules), make a note of them and bring them to our Q&A call or post them to our Facebook Group so I can help clarify or expand on the content for you and others in the group.

Much love,
Evie