



16: THE POWER OF NETWORKING

Your Action Plan for Connection and Competitive Advantage

Action Planner

Reflect and Prepare

Name: _____

What Is Networking?

Networking is building authentic relationships that support growth, opportunity, and shared success. It helps you expand your impact and build your personal competitive advantage.

Why This Matters to Me

Why is networking important for your career, training, or future lifestyle goals?

My Connection Habits

Where I connect well: _____

Where I hold back or hesitate: _____

What I'd like to change or grow: _____

Belief Shift

Circle or write a belief to strengthen your networking mindset:

"I don't need to know everyone—I need to connect well."

"Authentic relationships create opportunity."

"My story matters."

"I grow by learning from others."

Other: _____



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Networking Practice + Progress

Name: _____

My 28-Day Networking Focus

What action, habit, or connection will you focus on this month?

Where or when will this happen (event, email, message, intro)? _____

How will you reflect or track your efforts?

☐ Connection log ☐ Journal ☐ Accountability check-in

Restart Plan

When I feel awkward or unsure, I will:

☐ Breathe and focus on listening

☐ Use my anchor phrase: "This is just a conversation."

☐ Ask a question to learn more

☐ Other: _____

Weekly Reflection Prompts

1. Who did I connect with this week and how?

2. What helped me feel more confident?

3. What surprised me about the conversation or setting?

4. How did this connection support my goals or growth?

28-Day Networking Tracker

Focus action or habit: _____

Week 1 ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐

How did week 1 go? Circle one word:

☒ Confident ☒ Awkward ☒ Curious
☒ Supportive ☒ Real ☒ Growing

Week 3 ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐

How did week 3 go? Circle one word:

☒ Confident ☒ Awkward ☒ Curious
☒ Supportive ☒ Real ☒ Growing

Week 2 ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐

How did week 2 go? Circle one word:

☒ Confident ☒ Awkward ☒ Curious
☒ Supportive ☒ Real ☒ Growing

Week 4 ☐ ☐ ☐ ☐ ☐ ☐ ☐ ☐

How did week 4 go? Circle one word:

☒ Confident ☒ Awkward ☒ Curious
☒ Supportive ☒ Real ☒ Growing