




HOW 'S MY NETWORK?


BY HARVEY MACKAY



Answer these questions and rate yourself on a 1 to 5 scale- 1 being not true and 5 being very true. Answer these questions as of today, right now



How's My Network? 1-4

- I have a large network of people I can call when I need help.
 - I record information about someone that I just met within 24 hours.
 - I add someone new to my rolodex at least every week.
 - I follow up with new contacts right away with a note, a phone call or an article of interest.
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How's My Network? 5 to 8

- I keep track of special things that matter to my contacts like their family, interests and achievements.
- I can easily find out when I last contacted someone.
- The spellings, addresses and phone numbers in my files are current and correct.
- I acknowledge special dates like birthdays, anniversaries and graduations.

How's My Network? 9-12

- When I want to give a business gift, I can consult my Rolodex for what that person might like.
- I notify others when I change employment and inform them about my career progress.
- I can provide others with the name of a good resource.
- I can impress a customer or potential employer with special information or an idea that shows I care about them.

Total the Points and Score Yourself

- 0 - 24 You're in rough shape. It's time to make a change.
- 25 - 36 You're doing some things right. Now let's get to work.
- 37 - 44 You're off to a great start. Build on what you've done so far.
- 45 - 55 You've got superstar potential. All you need is polish.
- 56 - 60 You've already there. Keep up the great effort.

Excerpts from *Dig Your Well Before You're Thirsty*

http://www.harveymackay.com/books/book_dig.cfm

- The Most Important Things A Network Can Do
- Biggest Networking Mistakes