



Networking Assessment Survey

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Your Name:

Today's Date:

Company:

Phone Number:

Rate yourself on a scale of 1 to 5 (1 equals strongly disagree - 5 equals strongly agree) for each of the following statements.

Rating	Topic
	I consistently arrive early and leave late when it comes to networking opportunities.
	I frequently scan the sign-in sheet for those in attendance.
	I am careful to not spend too much time with any one individual or group.
	I always get a business card of people who interest me and write appropriate reminder notes on the back.
	I focus most of my time at networking events on meeting new people and spend limited time with people I know well.
	I have a great interest in others and have masterful listening skills.
	I have excellent relationships with the officers, leaders, and organizers of my networking venues.
	I make requests for introductions to people who these leaders believe are a good fit for me.
	I am specific when I make requests for assistance.
	I believe that networking only begins at the networking event. I go out of my way to set up follow-up networking opportunities on a one-on-one basis.
	I have a personal advisory panel that helps me build my business.
	I am a win-win kind of person and believe that networking is a mutual exchange of information, ideas, and resources.
	When I give something of value, I politely look for a way the other person can help me in return (reciprocity).
	I am very consistent in my networking activities.
	I have a list of centers of influence and strategic referral partners.
	I have a scoreboard to track my networking activities and effectiveness.
	I am a giver first at networking events.
	I usually have a plan for my networking activities.
	My networking strategies are highly targeted on specific industries or professions.

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I network everywhere.
I help prospects with their problems even if they cannot be a good lead for me.
I use the other person's name often in my networking conversations.
I send thank you notes and follow up consistently.
I limit my eating and drinking at networking events.
I am very confident and comfortable with myself and the value of my services.
I look forward to attending networking events.
I have a well practiced 15 or 30 second elevator speech.
I network with my suppliers and vendors.
I have specific goals for my networking activities.
I believe that following up is my responsibility.
I believe that quality is better than quantity when it comes to networking.
I actively volunteer at civic or non-profit organizations.
I focus on being interested versus interesting at networking events.
Can you answer WIIFT - What's In It For Them - when you meet someone at a networking event?
I am very focused on a specific set of target markets versus being a generalist.
I have a large quality network of resources to share with others.
I use my non-vocational interests as opportunities to network.
I have met personally with the majority of individuals in my networking group.
I attend virtually every meeting possible. Out of sight means out of mind!
I often will give speeches to various groups about my area of expertise.
I often bring other professionals to my networking events.
I will often make the first move in meeting and engaging others in conversation.
I am masterful at the use of open-ended questions and layering (Who, What, Where, When, Why, How).
I network with people above me, below me, and sideways from me.
I am very well read in my area of expertise and in business in general.
I take a proactive approach to connecting with others.
I am an outstanding listener.
I ask the question, "How would I know if somebody I know would be a good prospect for you?" on most occasions.
I focus on others rather than what I have to say at networking events.
I give lots of referrals to others.
I network with people with outstanding reputations.
I avoid trying to sell people in my network.
I know who the rainmakers are at the networking meetings I attend.
I make a good first impression in how I dress, my manners, and attitude.
I come prepared with a good pen, business cards, and other materials.
I know how to escape from long-winded conversations.
My personal introduction can pass the "so what" test.
My cell phone is left in the car or turned off.
I network when I am busy and don't need the business.
I use breakfast and lunch times as opportunities to network. I rarely eat alone.
I don't hesitate to ask for help from others.
I network with successful people of good character.

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