



NETWORKING WORKBOOK

Your Ultimate Networking Guide



"Your Quest is Our Quest."

Ultimate Business Quest

Before the Journey

What You Need to Know —

We are looking forward to having you join us at our Networking Roundtable free call! We will be discussing 2 concepts, Advanced Networking and Gamification.

Here is what you need to do before the call!

- Be Awesome!
- Download the Ultimate Business Quest APP on your phone. (Free and NO in game ads!)
- TAKE THE QUIZ!!!
- Join us at the Round Table!
- Have FUN!

Part One —

ADVANCED NETWORKING

Table of Context —

1. What is Advanced Networking Doing in a Roundtable Call?
2. Networking Skills Do a Few Things
3. Better Questions to Ask Someone at a Business Networking Event

01

Advanced Networking

What is **Advanced** Networking Doing in a Roundtable Call?

How would your business change if you know WHY people do the things they do? Would it change how you sell? How you purchase things? Who you hire and why?

Networking Skills Do a Few Things:

1. Get to know others in business and brainstorm, problem solve and share resources.
2. Helps you practice USP's Sales pitches, and finessing your business offers and mission statements.
3. Creates a focused work environment both on the call and after.

Better Questions to Ask Someone at a Business Networking Event

- What are your primary job responsibilities?
- What experience did you have to get your job?
- How long have you done this work?
- What is a typical work day like?
- How long is your work day?
- How much variety is there in your work?
- How much training/supervision do or did you receive?
- How much client contact do you have?
- Does your job require that you travel?
- What do you like/dislike most about your work?
- What are the toughest problems and decisions you handle?
- What do you wish you had known about your position/the field before you started?
- What type of professional and personal skills does it take to succeed at this type of work?
- What is the size and makeup of your organization?
- What do you see as the major issues/ trends in the field today?
- What business books would you recommend that I read?
- What other people do you recommend that I talk with? May I tell them that you referred me to them?

Part Two —

GAMIFICATION

It is one thing to network and ask good questions of other people or your employees. It's another to turn the question asking into a game. It moves the process from the mundane to a small adventure that induces smiles, deeper thought and a little bit of curiosity. These things tend to get people to share deeper more quickly.

02

Gamification

It is one thing to network and ask good questions of other people or your employees. It's another to turn the question asking into a game. It moves the process from the mundane to a small adventure that induces smiles, deeper thought and a little bit of curiosity. These things tend to get people to share deeper more quickly.

Here is a quick example: say you were asking your employees a simple question...

The Mundane Question- "What do you like and not like about your job?"

Instead... try it this way-

"Hey you 3, we are going to play a quick game. It's called "Fortunately/Unfortunately" Steve, you will start and say "I work at ____ and fortunately _____" and then name something that you like about the work here...anything... like, "I work at Widgets inc and fortunately it's really close to restaurants for lunch." The Bill will go next but he has to give an "Unfortunately", so his might sound like, "I work at Widgets inc and unfortunately, the commute sucks." Then Susan will go and she will get to do a "Fortunately" statement and we keep going. Anything goes folks, I am doing this to get honest feedback!"

You may get the SAME information, but with the gamified version, people tend to participate more! Here are some simple, sample games that take asking questions to another level!

Two Truths and a Lie

In a game of Two Truths and a Lie, each person picks two truths about their business, and then makes up a lie. The objective of this game is to try to guess which statement is the lie, for each player – which can be a ton of fun. Not only does this game encourage you to get creative with the statements you choose, but it also helps you to find out interesting facts about your colleagues.

Never Have I Ever

Another game that's all about digging into each other's histories, a game of Never Have I Ever is typically used at parties, and alcohol is often involved. It can get pretty wild, and the subject matter can sometimes get a bit inappropriate... so you might want to set some house rules first. But this game can actually be a really great ice-breaker for new colleagues to get to know one another better.

The way we like to play this in the office, is to divide a space into two areas. Everybody stands in one area, and the first player will state something that they have never done. For example, "never have I ever played golf with my mom". Then, they will go and stand in the other area – and anybody else who has never played golf with their mom, will join them. Everybody left in the original area will have played golf with their mom.

Quiz Show

The most obscure facts about your employees are collected anonymously and then asked as a game show host to all the members of the meeting. If someone knows the answer, they have to yell "BZZZT!" like they hit a buzzer. If they guess the person who the obscure fact relates to, the rest of the employees must do a quiet golf clap (because it's silly), and if they get it wrong, everyone must make the "Awwwww" sound like a disappointed audience.

Part Three —

THE ARCHETYPES OF BUSINESS

Table of Context —

1. Nature vs. Nurture
2. We are one... often two...ok, all four.
3. King and Queen (Yes, you are both of them)!

03

The Archetypes of Business

Nature vs. Nurture

There are two ways we embody an archetype, one is “What we were born to be.” and the other is “What we were raised to be.” The nurture type can also be invoked or called-upon when change or survival is necessary.

We are one... often two...ok, all four.

We all have a PRIMARY archetype. This is the set of behaviors we utilize for survival. It is the easiest and the most comfortable. Most people can classify their childhood under one archetype, with changes coming around middle school. People who demonstrate two archetypes consistently are utilizing aspects of the “Natured” archetype, and then the “Nurtured” archetype. This can be situationally driven (think a child living in a split parent household). **The truth is that we possess aspects of ALL of the archetypes, but like any muscle, we will depend on what we exercise most.** We have the capability to embody any archetype we wish, and use whatever archetype we choose to best accomplish the task at hand. This takes awareness, experience, age and when we can do this we have moved into....

King and Queen (Yes, you are both of them)!

The Queen and King are very simply, our mature selves. This is when we are “building our realms” and have “subjects” of our own. We manage and call on our Archetypes as needed. Just as a Queen would call on her warrior for one job, and her bard for another, the King uses his wizard side to focus on the project, but then goes to the jester side for the weekend camping trip with his friends.

Part Four —

TAKING IT ON YOUR QUEST

*This is the outline of the game we played during
your Networking Roundtable call.*

04+

Taking it on **Your** Quest

This is the **Outline** of the Game We Played During Your Networking Roundtable Call.

	How Did You Buy Your Last Car?	Archetype	Business Strengths	Business Challenges	Do Well In...
1	A car is a tool to get the job done. A Truck for a farmer, a minivan for a parent. Not based on looks and possibly a very compulsive buy. You saw, decided you needed it, and went to get it. Done in a day.	Warrior	Mission, vision, passion, and purpose driven. Work hard as all get out inspiring to others. People want to become a part of your work. The "DOER"	Over promise, under deliver. Fire First then aim.	<ul style="list-style-type: none"> • Sales • Service industry • 1st Responders. • Teachers • Nurses • Management Start-ups • Sales
2	This is a PRETTY car. You love this brand, maybe even had it on a vision board. You LOVE the color. Take pictures of it and are pretty dang proud of it. It's a topic of conversation. May have its own social media page... I might be kidding.	Bard	Connection, creation, communication are your baileywicks. Good at reading the audience and presenting material for that particular crowd. Good eye for design. The "FEELER"	Emotional decisions. Work is either a healthy community or not, but the Bard can participate in either.	<ul style="list-style-type: none"> • Marketing • Advertising • Social Media • Customer service • HR • Sales • Mental Health • Performing Arts
3	This is THE car. You researched it. It is at the right price, the right time, at the best interest rate. You know the specs. You have comparison shopped. You spent TIME on this decision. Buying this car was a project.	Wizard	Innovation, Research, analysis, systems and formulas win the day. Focus on logistics of any given situation. High intellect. The "THINKER"	Analysis to Paralysis See the FLAW first.	<ul style="list-style-type: none"> • Engineers • Lawyers • Doctors • Scientists • Tech • Entrepreneurs • Data Research
4	Meh...car... buy one used, borrow from a friend, inherit Aunt Susan's car, whatever. It gets you where you need to go and that is most important. You may have built a bed in the back so when you go skiing, camping, you can crash in it. It holds all of your outdoor gear.	Jester	Fun. Simple. Present. The "BE-ER"	Ghost. If it's not fun, they quit. Focused on self experience only.	Anything they have FUN doing.