

10-5-2 and YOU-the Networker Worksheet

When you find yourself in a networking experience, this tool will come in handy because, I don't know about you, but in the past when I attended networking events I find I get,

- _____ - even though I meant to meet several people

- _____ - which has a stigma, not to mention that it's _____ and can make it difficult to get the conversation going in the right direction after it.

So how does it work, this 10-5-2 and you?

First 10 = _____

-not _____

-creates _____ around how much time you spend with each person so you can meet others

-keeping yourself _____

Next the 5 = _____

So what are good questions to ask?

-Luckily, Dr. Ivan Misner, founder of BNI, has a podcast,

_____ : Top 5 Questions to Ask at a

Networking Event- this contains

_____.

Now you might not get to all of them, but have the 5

questions prepared:

1. _____? This is a much

better question than, "what do you do?"

2. _____?

3. _____?

Question 4 should only be asked if the first three questions have been going well and connection has occurred, so you'll have to feel into it.

4. _____?5.
_____?

Next up are the 2 = _____

That's how the 10-5-2 and you works for networkers, but remember, it can be used in _____. You just need to give them 10 minutes of your _____, which they will _____. Guide them with _____, so they can share with you what's going on with them. Followed by _____ that end the conversation positively and show that you were listening and truly care.

In addition, there are tons of sites on the internet with great lists of questions for all topics like questions to ask your kids, dating questions, basically anything on which you want to focus. Find your 5 to share in your next use of 10-5-2 and watch the connection grow.