

Liz Nead Inspiration!

I went from a laid off insurance and mortgage employee to a entrepreneur with a radio show, a television show on KCWI, a full time speaker and a published columnist. I am no magician! There were a series of attitudes, visions and activities that led to this transformation. It's the Rockstar networking plan!

- Networking is purposeful connections with your community. Don't just trade business cards with people that you meet. Tell you story and find out about theirs.
- Remember the two words of networking: Access and Leverage. Make sure you get permission for the access and then work to create a relationship that you can leverage both ways.
- The five keys to networking are: Be Yourself, Be Interested, Be Ready to Help, Be Ready to Ask and Follow Up.
- Build that team! Find coaches, teammates, cheerleaders, refs and coaches. Let people play the role they were meant to play in your network and offer the same to them.



Website: www.neadinspiration.com

Television: "Nead Inspiration TV! KCWI (Channel 23 or 9), 11:00 a.m. every Sunday

Speaker: Events on the website

Radio: Liz Live on Webcastone.com

