

ELEVATE

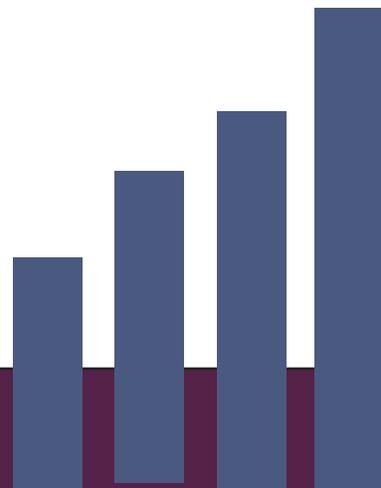
Scripts to help you connect!

**A networker's guide scripts that will help
you get more connections and
higher quality referrals.**

Presented by:



AmSpirit[™]
BUSINESS CONNECTIONS





ELEVATE

Who do you know?

When it comes to networking it does not have to be hard. If you keep one simple rule ready to deploy at all times you will become a champion networker. Deliver untethered consistent value to the people that you meet and it will create lasting and high quality relationships. That is easy to do if remember that there are 3 types of engaging content. Content that does not displace their interest which is commonly known as Hygiene, Hub, and Hero content. The scripts below are designed to help you focus on the “HUB” content for your audience. This means that you need to be the center of everything they need to know related to real estate as described in the Elevate 2022 event and on the deliverables page.

Here are some mindset and skill set hacks that will help:

Instead of saying to yourself, “This person knows everyone here! Why would they want to talk to me?”

Remind yourself: “This person is amazing—and I can’t wait to show them the value I bring that will help them and their network!”

And then say: “Hi_____ I came across a market update that I found really helpful and I hope it helps you and people that you know better understand what is going on in our local market right now.....please feel free to share it, call with any questions, be on the look out for other updates, and know that I am truly here to help.....so what shifts are happening in your business world these days?”

It’s easy to get intimidated by someone you look up to or that already has an impactful network. Don’t let your mindset stop you from winning. Most of the people you meet will not only help but they love to help!

Next you can share your Hub content with groups that may want or need more insight to make more informed decisions. Chamber of commerce, business associations, HOA’s, etc. Instead of saying to yourself: “They already have a resource for this information or I am not enough of an expert to share this!”

Instead say to yourself: “My data is not perfect and neither is theirsProfessionals appreciate perspective from other professionals!”

Remind yourself: “I work in this business daily and real estate is the foundation of wealth and I want others to create wealth through my knowledge!”

And then say: “Hi_____ I know you are involved with _____and I love being connected with other professionals and sharing perspective, I came across a market update that I wanted to share with you on a regular basis so that it will highlight our (local) market.....I am happy to answer any questions about it, so tell me how long have you been with _____”

It’s rare that people take you up on vague or incomplete offers to help. However, but specific ones are easier to figure out how to fit into their busy schedule and business needs. When it comes to offering value be clear and specific. Remember it’s best if the value comes from you but IT DOES’T have to be yours! The key is to be a talented consistent caring connector and you network will send you high quality rereferrals for years to come.

