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How to network?

The best way to network is to **give before you receive**. What value can I offer? And to whom? Let’s find out with this exercise 👉



Read the instructions, then complete the **exercise on the back**!

01 **Identify the value you can bring**
Can you share information? Useful data? Your skills? Personal experiences? Or maybe you can connect two people, suggest projects, or organize a networking dinner.

02 **Understand who your target is**
Do you want to network broadly, meeting people of all ages, work experiences, and life philosophies? Or is there a specific group you’d like to connect with?

03 **Choose the platform that works best for you**
A newsletter on Substack? Or maybe comments, posts, and direct messages on LinkedIn? Do you prefer writing emails, texting on WhatsApp, or meeting people in person at events?

04 **How much effort can you put in?**
Being proactive is one thing, but spending all your available time on networking is another. How much time can you realistically invest in this project? And how much mental energy?

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What you'll need: this sheet and a pen.

Target

Platforms

Value you bring

Resources needed