

Be Connected for Success

So let's say I met David one time. And I looked at a boat or something he was selling or whatever...

And I call him on the phone and say, "**Hey David**", and I introduce myself again and he remembers me.

I say,

"David, I'm calling you back. I just want to give you a quick shot in the dark."

And he says, "Yeah, ok, what's it about?"

And I say, **"Well, I'm looking to expand my business right now and I'm looking for someone that wants to make some good money on the side. And I just thought I'd call you, you seem like you might be someone that's looking. Have you ever done any Networking?"**

Now what's he going to say? Yes, no, or he's going to ask questions.

If he says yes or asks questions, you go on from there. But I always start with, **"So how did it work out for you?"** And then follow with the standard former networker script.

If he says no you say: **"Do you know anyone who has?"** and then, **"So how did it work out for them?"** And then follow with the former networker script.

If you wind up completely striking out, you simply say:

"Hey, no problem David; It's just a shot in the dark." Click.