

## LET'S GET SOCIAL



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[TheSecretForWinning.com/Onnit](http://TheSecretForWinning.com/Onnit)

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## Show Notes for Podcast Episode #007

### The Importance of Networking

Connecting with others is part of our everyday life. That is a form of networking. It starts with friends in our younger years through school and other activities we are involved in. Networking in its simplest form is meeting and maintaining a relationship. Building your network is beneficial not only to you but to those that you include in your network.

By networking we should be focused on the relationship commitment. A quote from Napoleon Hill sums it up nicely "It is literally true that you can succeed best and quickest by helping others succeed." It doesn't and shouldn't be a one-sided connection. By nature of the connection it naturally is bi-directional.

While thinking about creating your network consider those friends from school, past & present co-workers, clients or customers, business partners and other acquaintances you have made along the way. Focus on connecting with others that are influencers, like and not like-minded people. You need to be able to appreciate differences and acknowledge similarities as it is always good to have diversity of thought included in your network.

Having a well-established network is essential to growing as a person both professionally and personally. Many people today changing jobs are doing so through a person in their network rather than a cold call on a company. There are many advantages to leveraging your network in time of need. Helping others, as mentioned above, is a critical element of the relationship. Building on the initial relationship may lead to many opportunities you haven't thought of yet.

Relationships evolve as well as come and go. Choose the ones most important to you and ensure you are maintaining the relationship as each one is unique with a different individual. Keep in mind that it isn't always the words coming out of your mouth that count, the language you use to deliver from your body is equally important. People want to see the real you to ensure they are including others within their own inner circle that will benefit their advancement and growth.

We depend on others in our lives – networking is a natural occurrence whether we knowingly are building our network or indirectly achieving the same result. It's what comes after the network that counts.

### Additional Reference(s):

- i. As I mentioned in this podcast, I have been using Alpha Brain with continued positive results. If interested explore through [Onnit](#) or [Amazon](#).
- ii. [LinkedIn](#) is a tool that provides a platform for online networking, feel free to reach out and connect with me.