

# Millionaire **INSIDERS**

A stylized black silhouette of a city skyline with three buildings of varying heights, each with a grid of white squares representing windows.

Real Millionaires - Real Action

with Jaime Tardy, The Eventual Millionaire

**Kelli Richards** is a trailblazer in building influential connections with thought leaders and innovators. She is a highly sought-after consultant, mentor and speaker that guides her clients to create big visions, make big connections and achieve big results.

She has a history of working with Apple, Fortune 100 companies and is the CEO of The All Access Group.



## □ CREATE WIN-WINS

The best networkers **know what they bring the table** and focus on creating *mutually beneficial relationships*.

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### TAKE ACTION NOW:

Spend 5 minutes brainstorming your skills, knowledge and resources that you **already possess** that you could use to bring value to others.

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## □ CULTIVATE CURRENT CONNECTIONS

Strengthen the foundation of the network you have already worked hard to build!

### TAKE ACTION NOW:

It's easier to expand on a foundation you've already built than construct a new one. Assess who is *already* in your network and how you can reconnect with them.

Reconnect with **five** people right now: ask what projects they are currently working on, write them a valuable review they could use on their website, comment on their blog, subscribe to their newsletter, intro them to someone who could be of value to them, etc.

## □ HOST A CONNECTION EVENT

A multitude of networking can happen digitally, but it's no replacement for the magic happens face to face!

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### TAKE ACTION NOW:

Choose a date + time on your calendar and a place you visit often. The goal: *keep it simple and easy*. Invite 10 people who you would love to connect with in person and who may also find the other attendees valuable.

NOTE: keep it small and pick up the check -- it's good hosting manners! Connecting over AM coffee keeps it intimate and easy.

# FINAL THOUGHT

The best connectors keep their eyes open for tiny opportunities to create **WIN-WIN's for everyone around them.**

By increasing your awareness for these opportunities and leveraging *small pockets* of time you can build networking into your schedule in a way that doesn't take a vast amount of time and will be very valuable for your goals!

## CONNECT WITH KELLI:

AllAccessGroup.com | Facebook Group | Twitter

## CONTINUE THE CONVERSATION...

Want to discuss this week's networking tips or share some of your own? Join the conversation in the exclusive **INSIDERS FACEBOOK GROUP** created just for you!