

# 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

Derek Coburn is the CEO of Cadre, a 'un-networking' community and the author of **Networking Is Not Working: Stop Collecting Business Cards and Start Making Meaningful Connections.**

He specializes in non-traditional networking strategies and building relationships with high quality clients to attract more of them. When he devoted more attention to his existing clients instead of "traditional networking" he tripled his revenue in just 18 months.



## □ DISCOVER TIME SAVING OPPORTUNITIES AND WHERE YOU CAN ADD VALUE

There are emails you answer and write repeatedly that steal your time in 2-3 minute increments. A slow leak, still sinks a boat... don't underestimate how these small minutes add up!

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### TAKE ACTION NOW:

Brainstorm what emails you send often that you could create templates for avoiding this productivity drain.

**Examples may include:**

Introductions

How to say no to new opportunities

Lunch invites (for yourself or for others)

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## □ CREATE THREE TEMPLATES FOR TIME DRAINS

From your list, chose the top three that will save you the most time right now.

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## TAKE ACTION NOW:

Create templates for each and don't forget to include important aspects like:

**Why** you are connecting two people

A gracious thank you or a **resource** when saying no [your course, or a book]

The **genuine reason** for connecting with the other person [lunch request]

If you need ideas, read *Using Email Templates To Say No With Grace* by Michael Hyatt.

## □ CREATE A REMINDER SYSTEM THAT MAKES YOUR CONNECTIONS LOOK GOOD

Don't connect great people at a bad times. It makes *everyone* look bad and prevents your contacts from utilizing the opportunity you are sending their way! Don't connect during product launches, book tours, or highly hectic times.

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## TAKE ACTION NOW:

Find a reminder service you can utilize so you can create a easy system for setting a reminder + why you want to connect someone.

### **A few ideas...**

Google Calendar - Add a note to your calendar w/ a reminder alert

Boomerang Plugin - My team uses this heavily (10 free per month)

Use an app - Check out this article for suggestions

# FINAL THOUGHT

Efficiency isn't always stolen in large obvious ways. Minutes here and there add up and will steal the day away from you. If you want more time to work ON your business and not just IN your business you need to respect your time. Create systems that save and protect your time, especially if the task is often repeated!

## **LINKS:**

DerekCoburn.com

Networking is NOT Working

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## **CONTINUE THE CONVERSATION...**

What three templates did you create to help you be more efficient with your time?

**Answer in the private Insiders Facebook Group**