

Never Eat Alone

Section 1: The Mindset

Ch 1-6

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Welton Hong

Ch 1: Becoming a member of the club

Can't get there alone. In fact, you can't get very far at all.

Power of generosity when you help others, they often help you.

success in any field, is about working with people, not against them

connecting

sharing knowledge/resources, time/energy, friends/associates, empathy/compassion in continual effort to provide value to others, while coincidentally increase my own

one of the most important business and life skills sets you'll ever learn

real networking was about finding ways to make other people more successful

People who instinctively establish a strong network of relationships have always created great business

Examples

Caddie cared enough (walk the course, test the greens)

Deloitte spent weekends giving speeches at small conferences around country

company's brand recognition ==> Chief Marketing Officer

Ch 2: Don't keep score

Secrets to success = Generosity

You've got to be more than willing to accept generosity. Often, got to go out and ask for it

constant giving and receiving - of asking for and offering help

By putting people in contact with one another, by giving your time and expertise and sharing them freely

the ultra successful (1%) themselves used the power of their network of contacts and friends to arrive at their present station

Stop keeping score

more help u give, more help will come to you

win/win

real relationships are build on trust

gain trust by asking not what people can do for you, but what you can do for others

networking is not greed but generosity

Ch 3: What's your mission?

Focus on goal setting early

successful people all know what they want in life, and they go after it

more specific about what u want to do, easier it becomes to dev a strategy to accomplish it

part of strategy is to establish relationships with people who can help u get there

look for role models / mentors

make goal setting a habit, becomes part of your life, if you don't, it withers and dies

"A goal is a dream with deadline"

What you truly love? What you're good at? What you want to accomplish in life? What are the obstacles that are stopping you?

Talents and desires intersect = blue flame is where passion and ability come together

blue flame as a convergence of mission and passion founded on a realistic self-assessment of your abilities

Step 1: Find your Passion

1. Look inside put together a list of dreams and goals

put together a list of things that bring u joy and pleasure

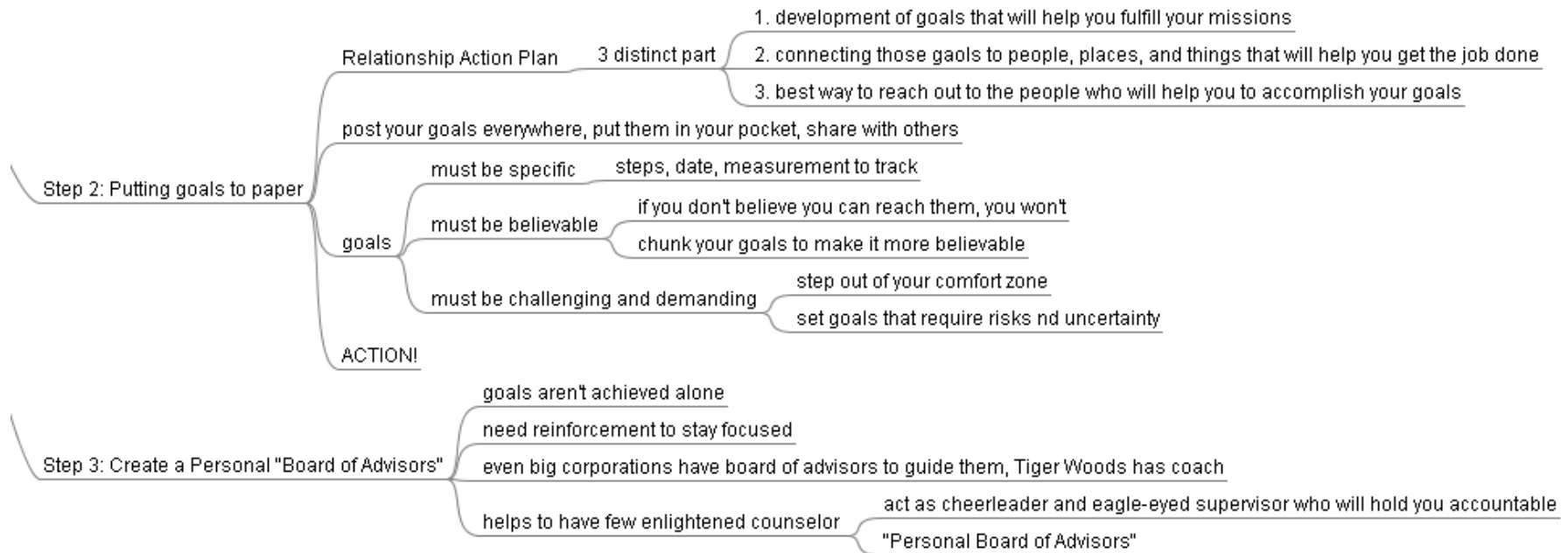
2. Look outside ask people around you what they think ur greatest strengths and weaknesses are

all have mission: often risky, unconventional, most likely tough as hell to achieve

disciplined dreams but.. it is possible

the kind of discipline that turns a dream into a mission and mission into a reality

Ch 3: What's your mission?



Ch. 4 Build it before you need it

start building future clients today

where the top people in that industry hang out

hang out with this new circle of people

get to know them as friends first rather than potential clients

volunteer your services for free at first to build up the network

ideas on creating the kind of community that can help future your career

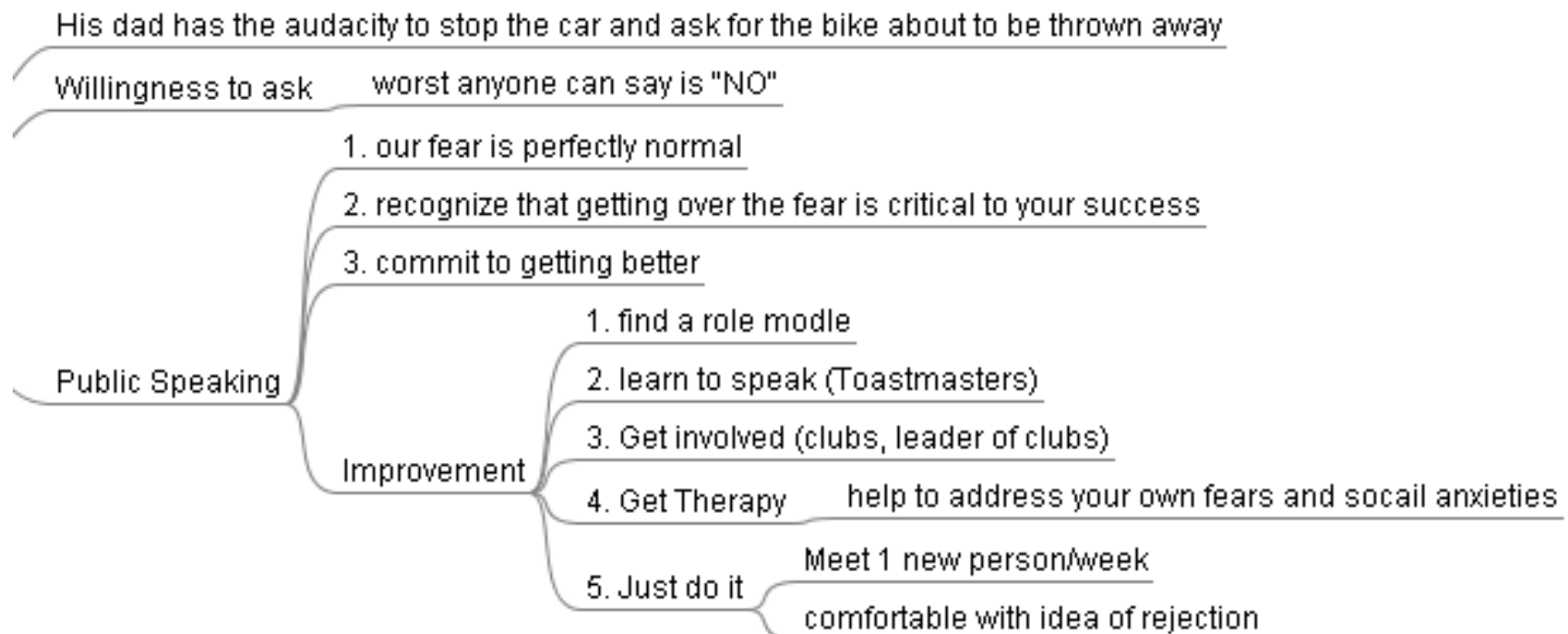
create a company approved project that will force you to learn new skills and introduce you to new people within your company

take on leadership positions in hobbies and outside organizations that interest you

join your local alumni club and spend time with people who are doing the jobs you'd like to be doing

enroll in a class at community college on a subject that relates to your job

Ch 5. The Genius of Audacity



Ch 6 The Networking Jerk

1. Don't schmooze have something to say and say it with passion
have something to offer when you speak and offer it with sincerity
2. Don't reply on currency of gossip
3. Don't come to party empty-handed bloggers
4. Don't treat those under you poorly
5. Be Transparent "I am what I am" Popeye
be open, don't hide your motives
6. Don't be too efficient e.g. sending mass email address (non-personal)