



FIND YOUR FRIENDS

6 STEPS & 20 IDEAS

To Build A Circle That Gets Results

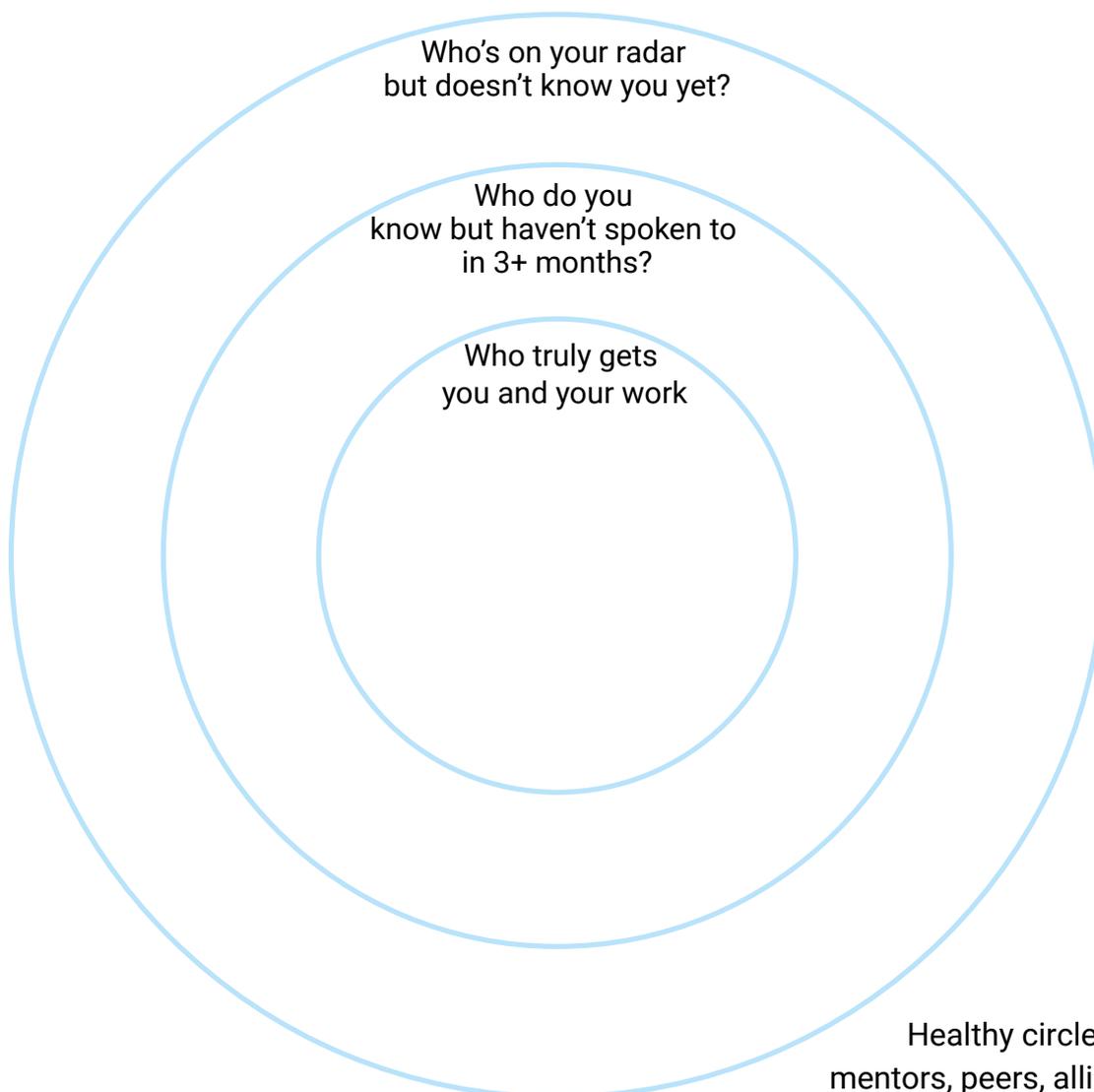
So, you've taken the quiz and now you know your networking type. Whether you're a Collector, a Ghoster, a Loyal Lurker, a Connector, or a Builder, careers don't move because of who shouts loudest.

They move because of who you stay connected with, who trusts you, and who talks about you when you're not there.

This cheat sheet helps you turn those quiet connections into real career momentum one intentional move at a time.

Remember it's not what you know or who you know but it IS who knows you.

STEP 1: MAP YOUR FRIENDS



QUICK TIP

Healthy circles have a mix of mentors, peers, allies, challengers, and amplifiers. If everyone looks or thinks like you, your circle's a mirror, not a network.

STEP 2: SPOT THE GAPS

Ask yourself:

- Who challenges me to think bigger?
- Who quietly advocates for me behind the scenes?
- Who drains my energy but adds no value (and why am I still feeding that connection)?

Then pick one gap to fill this month - that's your Circle Move #1.

What's your gap?

STEP 3: THE 3:1 RULE

For every 3 connections you nurture, add 1 new one.

Keep depth your default; don't chase volume.

Write down some people you think would be interesting to connect with.

STEP 4: MESSAGE MAKEOVERS

Say goodbye to:

"Hope you're well, just checking in..."

And hello to:

- "Saw your post about [X], it made me think of [Y]. Have you come across [Z]?"
- "You once told me [quote]. I've used that advice so many times - thank you."
- "Hey, I'd love your quick take on something. You're brilliant at [specific thing] and I'd like to bounce around an idea with you."

It's specific + sincere. That combination builds trust faster than a thousand generic check-ins.

Who can you use this with?

STEP 5: MAKE IT A HABIT

Use these four micro-habits to keep your circle alive:

- *Week 1, Monday:* Message one person you admire.
- *Week 2, Wednesday:* Connect two people who should know each other.
- *Week 3, Tuesday:* Look through LI who's message resonated - DM them thank you
- *Week 4, Friday:* Reflect: who did you add value to this week?

Who are these people this month?

STEP 6: THE ANTI SELFIE-RULE

You don't need a coffee pic to prove you're connected.

Build substance, not optics.

When someone else posts a win, comment with insight; not emojis. Its about showing your thoughtfulness and ideas.

And remember: THE RELATIONSHIP RULES OF ENGAGEMENT

Be Interested

Be Interesting

Follow Up

Do what you said you will do!

20 WAYS TO CONNECT WITH PURPOSE

LITTLE MOVES THAT BUILD REAL RELATIONSHIPS, NOT JUST CONTACT LISTS.

1. THE "SAW THIS AND THOUGHT OF YOU" MOVE

Send an article, podcast, or quote that reminded you of something they said.
No agenda, just connection currency.

2. COMMENT WITH SUBSTANCE

Stop liking. Start adding. Comment with a short insight or question that moves the conversation forward.

3. USE VOICE NOTES

Skip the "Hope you're well." Drop a quick voice note. Feels personal, fast, and human.

4. THE RIPPLE REPORT

Circle back to anyone who helped you and tell them how their input made a difference.
Closes the loop beautifully.

5. BE SOMEONE'S AMPLIFIER

Tag or mention them when you share a win or idea you discussed together. Small act, big ripple.

6. RE-MEET PEOPLE

Reconnect with someone from a past role or project and open with, "We worked together on X - how's life treating you since?"

7. HOST A TINY CIRCLE

Invite 3-4 people from different worlds to a short online coffee with a theme. Instant new sparks.

8. REPLY PUBLICLY

When someone shares something brave, amplify it with insight. It builds both of your credibility, theirs for courage, yours for discernment.

9. THE FIVE-MINUTE FAVOUR

If something takes under five minutes - intro, share, review - just do it. Karma loves speed.

10. ASK, DON'T ANNOUNCE

Instead of posting "Here's what I did," post, "Here's what I learned; what do you think?"
Creates conversation, not performance.

11. BE CURIOUS

Ask a question that makes people think.
Curiosity is remembered.

12. SHOW UP AT THE EDGES

Comment or engage with people one level outside your usual crowd - the outer circle might be where opportunity hides.

13. THE "BRING A FRIEND" RULE

If you're invited to something, ask if you can bring a colleague who'd love it too. You instantly become a connector.

14. CELEBRATE PUBLICLY, CONGRATULATE PRIVATELY

Both matter. Public praise boosts visibility; private thanks deepens trust.

15. USE CURIOSITY CHECK-INS

Once a month, message someone you admire: "What's catching your attention right now?"
No agenda, just being curious.

16. SHARE THE SPOTLIGHT

If you're speaking or presenting, name-drop people who inspired your ideas. Generosity sticks.

17. ASK FOR ADVICE, NOT HELP

People love to contribute expertise more than favours. Reframe your ask, it signals respect.

18. FOLLOW UP WITH GRATITUDE, NOT GUILT

A simple "Thanks again for your time, here's what I did with it" beats a calendar reminder any day.

19. BE A CONNECTOR OF CONNECTORS

Introduce two people who should know each other. The social capital multiplies instantly.

20. LEAVE DIGITAL BREADCRUMBS

Share reflections, not perfection. Posting one genuine thought a week lets people find you, not chase you.