

CONTACTS TO CLIENTS

Strategic Positioning + Consistent Action → Sustainable Growth



CHAMBERS OF COMMERCE

- You gain **broad visibility** and connect with many people.
- Great for **initial exposure** and brand awareness.
- Relationships tend to be **shallow** unless nurtured further.

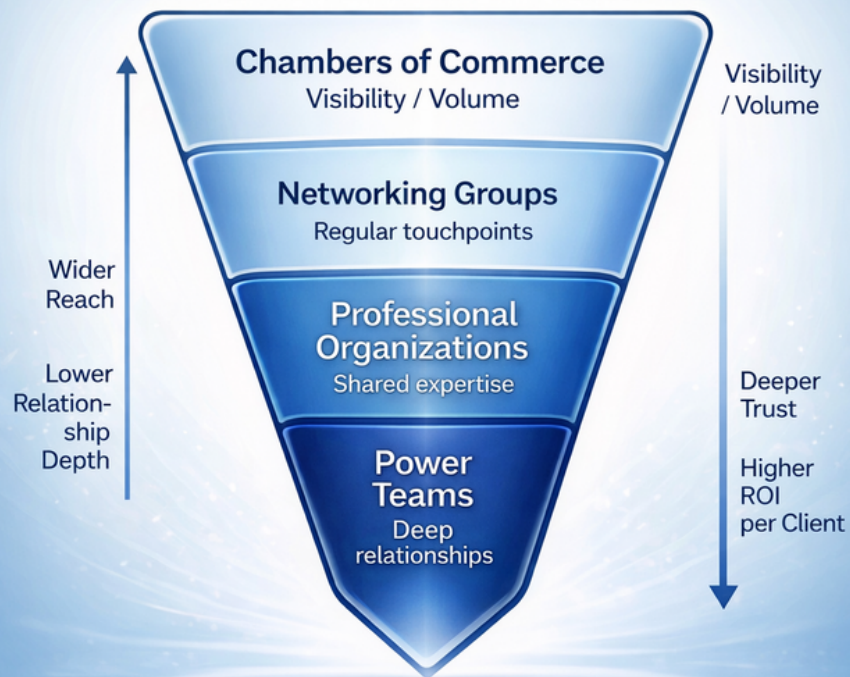
NETWORKING GROUPS

- These offer **regular touchpoints**
 - (Weekly, Bi-Weekly or Monthly).
- You start building **recognition and rapport** with others.
- Referrals happen more often but may still be general.

PROFESSIONAL ORGANIZATIONS

- Centered around **shared expertise, credentials, or industries**.
- Trust builds faster due to **common ground**.
- Relationships grow stronger, and referrals are more **qualified**.

The Networking Pool of Success



SERVICE CLUBS AND VOLUNTEERING

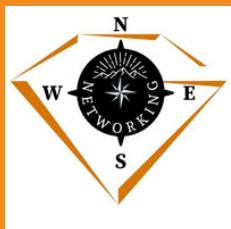
- Centered around **shared values and meaningful causes**.
- Trust builds naturally through **serving together**.
- Relationships grow deeper through **shared purpose and community impact**.

POWER PARTNERS

- These are your **referral dream team**—complementary, strategic partners.
- Built on **deep trust and consistent collaboration**.
- Fewer contacts, but each is high value with **strong ROI**.

Who Should Be in Your Network- Power Partners. They work with the same clients as you!

- | | |
|----|----|
| 1) | 4) |
| 2) | 5) |
| 3) | 6) |



ABOUT THE PRESENTER

Tom Gosche- The Networking Navigator

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NAVIGATOR ACTIVITY TRACKER

Check Mark
Activities Done

Face to Face

Group Meetings

Actual Follow Up

- Leads
- Prospects
- Power Partners
- Past Clients
- Current Clients

© Navigator Activity Tracker
Check off each action as you complete it each day. Use the totals column to stay on track with your weekly goals.

	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday	Week Total
Face	1							
To	2							
Face	3							
Group	4							
Networking	5							
Great	6							
Phone	7							
Calls	8							
with	9							
Leads	10							
Referral	11							
Partners	12							
Past Clients	13							
	14							
Current Clients	15							
Services Provided	16							
Hours	17							
Prospect	18							
Thank You	19							
Cards	20							
Leads	21							
New Clients	22							

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Consistency creates momentum -- aim for progress, not perfection!

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Tom helps turn networking into a repeatable system for referrals, relationships, and revenue. Through his Navigator framework, he focuses on clarity, consistency, and measurable results—not just showing up to events.

Build momentum one intentional action at a time. The **Navigator Activity Tracker** helps you track your weekly networking activity, stay consistent with relationship-building habits, and make your business development efforts visible, measurable, and easier to improve over time.

SIMPLE EMAIL FOLLOW UP TEMPLATE

Follow-Up After Networking Event- Simple, no Promotion- Signature Name: Networking - Great Seeing You

It was great seeing you at the networking event recently. <Insert personal reminder story from the event>. I hope to see you again soon.

I'm always up for meeting one-on-one. Schedule a meeting with me either in-person or online:
youronlinebookingslink.com

In the meantime, let me know if there's anything I can do to help you and your business.

Sincerely,

Your Name, Title | Company Name | Your Phone Number

Your Tagline/ BRAND Statement of what you do (5 Words or So)

S.I.M.P.L.E WAY TO STRATIGICLY NETWORK

Continue Your Networking Journey-

Today's presentation introduced the concepts.

Each Monday you'll receive a focused:

- A 10-minute podcast
- A short video
- A practical worksheet or playbook
- Action steps you can apply that week

Just 20 minutes a week to build a networking Strategy that helps give Identity and ROI.

S - Sign Up

I - Investigate the Success Tracks

M - Make Time (20 minutes a week)

P - Pick Your Path

L - Learn & Apply

E - Execute & Evaluate

Learn More or Subscribe Today!

TheNetworkingNavigator.com