



30-SECOND ICE-BREAKER



You need to be prepared at all times when you happen to come across a person of influence in your industry. Instead of acting like everyone else you need to be prepared.

"Networking is not collecting contacts. Networking is about planting relationships."

- Unknown

Who are the top 5 people in your industry?

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

What are each of them doing now?

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

What are some engaging questions you can ask them?

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

What are ways you suspect that you could add value to their life?

- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

Write out a scenario of what you would say if you came across any of these 5 people or other people who are of influence.

"You can have everything in life you want if you will just help enough other people get what they want."

- Zig Ziglar

