

Loving Intentional Fun Expressive Generous Inquisitive Vigorous Enthusiastic Responsive

THE PERSPECTIVE OF A LIFEGIVING NETWORKER

1. In the final days of life – no one is talking about new business, revenue generation, or closed deals.
2. Every encounter with each human being is sacred and special.
3. Pursue every relationship not as a means to an end, but as an end in itself.
4. Beyond each first impression, there is always a deeply personal story and profoundly complex narrative that shapes every individual's life.
5. The primary networking agenda is to be an encouragement and blessing to others.

THE PASSIONS OF A LIFEGIVING NETWORKER

1. A genuine concern for the personal and professional well-being of others.
2. A sincere hope that others would prosper and flourish in their business ventures.
3. A true commitment to offer the best services and products to others at a modest price.
4. An awareness that every client of mine is also likely a great lead for one of my Unique Venues colleagues.
5. Regardless of the sales outcome, each prospective client will feel genuinely cared for by me.

THE PHILOSOPHY OF A LIFEGIVING NETWORKER

1. Immersion over Invasion
2. Investment over Immediacy
3. Inquisitive over Instructive
4. Influence over Ineffectual
5. Integration over Isolation

THE PERSONALITY OF A LIFEGIVING NETWORKER

1. Interested
2. Intentional
3. Inspiring
4. Intriguing
5. Invitational

THE PROFICIENCIES OF A LIFEGIVING NETWORKER

1. Social Skills
2. Emotional Intelligence
3. Organizational Abilities
4. Focused enough to know the difference between the urgent and important.
5. Disciplined to schedule and execute the least enjoyable aspects of revenue generation.

THE PRACTICES OF A LIFEGIVING NETWORKER

Envision and execute a comprehensive plan that employs a combination of organizational and organic sales and marketing techniques that repeatedly loops through seven steps!

1. **Conduct** market research and generate databases of potential clients
2. **Contact** potential clients
3. **Connect** with clients in order to understand their needs and desires
4. **Cultivate** ongoing networking relationships with clients and decision makers
5. **Convince** these clients of the unique match between their vision and your business
6. **Close** the deal with clients
7. **Continue** the follow-up and relationship building with clients to ensure repeat business

THE POTHOLES FOR THE LIFEGIVING NETWORKER

1. Selfishness
2. Greed
3. Fear
4. Apathy
5. Jealousy

THE POSSIBILITIES FOR THE LIFEGIVING NETWORKER

1. Reputation
2. Reach
3. Revenue
4. Relationships
5. Rejuvenation

THE PROMISES OF THE LIFEGIVING NETWORKER

1. I promise to never sell a service or product that a client does not need or cannot afford.
2. I promise to not speak negatively about my competition to potential clients.
3. I promise not to cut corners or take shortcuts out of self-interest or self-gain.
4. I promise to prioritize your need for resources over my desire for revenue.
5. I will always be available to make right what feels wrong to the client.

WHY ARE MOST PEOPLE LIFETAKERS?

1. They may be preoccupied with what other people think about them.
2. They care about people, but only to the degree that they get something out of them for their personal benefit.
3. They are stuck in the comparison trap.
4. They are selfish... and make life all about them.
5. They may have never seen lifegiving modeled in their past or current family, social, or professional environments.
6. They suffer from the leaky bucket syndrome.

THE CHALLENGE

1. **Reflect.** Review the nine elements of the Lifegiver acrostic and evaluate your personal and professional life in light of each of these descriptors.
2. **Reach Out.** Ask two or three close friends or colleagues: Do I feel more like a lifetaker or lifegiver? What are some lifegiving qualities I embody? What are some lifetaking qualities I exhibit?
3. **Resolve.** Decide to embark on a unique journey of rejecting a self-absorbed perspective on life, and instead pursuing a lifegiving course of true influence.

DECIPHERING YOUR LIFEGIVING QUOTIENT (LQ)

- Have you ever permanently broken yourself of a bad habit?
- How do you respond when things go wrong for you?
- How do you handle criticism?
- Do you readily secure the cooperation of others and win the respect and confidence of others?
- Would people trust you with handling a very difficult and delicate situation?
- Can you align people to happily do something - which they would not normally wish to do?
- Can you accept opposition to your viewpoint, without feeling defensive?
- Do you find it easy to make and keep friends?
- Are you dependent on the praise and approval of others to keep going forward in a particular task?
- Are you at ease in the presence of superiors and strangers?
- Are you really interested in people?
- Do you possess tact - being able to anticipate the likely affect of a statement before you make it?
- Do you nurse resentments, or do you forgive quickly injuries done to you?
- Are you naturally optimistic or pessimistic?
- Do other people's failures annoy you?
- Are you naturally critical or affirming?
- Do you shun the draining person or seek them out?

Revised from J. Oswald Sander

CONNECT WITH DR. MICHAEL BROWN

dmbcoaching.com [419.494.5382](tel:419.494.5382) michael@dmbcoaching.com

[@DrMichaelSBrown](https://twitter.com/DrMichaelSBrown) [@dmbcoaching](https://www.instagram.com/dmbcoaching)

The Lifegiving Networker

Copyright © 2018 by Dr. Michael S. Brown

