



# TOP NETWORKING TIPS

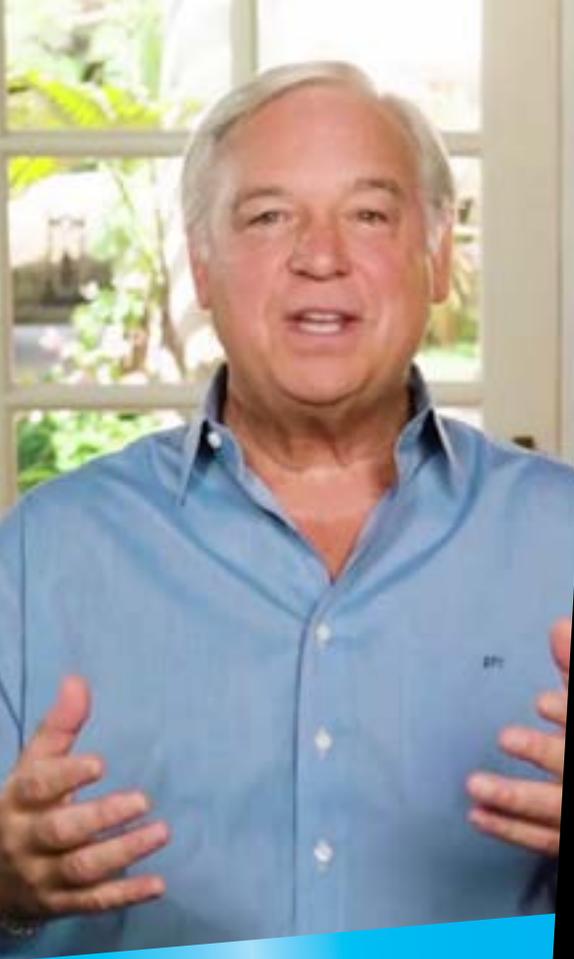
Hey there!

My name is Travis Chappell. Thank you for connecting! This is one of the most valuable resources I've ever put together. I've been blessed to interview every one of these experts on my show, *Build Your Network* (as well as dozens of others), and this is some of their best advice on how to cultivate meaningful connections the right way.

If any of this resonates with you, you'll want to listen to their whole episodes on my show. Go [here](#) to listen to **BUILD YOUR NETWORK** or look it up wherever you listen to podcasts.

Are you on Instagram? Shoot me a quick DM and let's connect. You'll find me at *@TravisChappell*

—Travis



# Jack Canfield

WHEREVER YOU GO...  
ACT LIKE YOU'RE  
THE HOST

If you come into my house, I'll say welcome, this is my wife, etc. But oftentimes, in a public setting, we sit and wait for things to happen for us. Start pretending it's your event. Someone walks in, introduce yourself, welcome them, ask them a question or two. That changed everything for me.



# Jordan Harbinger

GIVE WITHOUT THE  
EXPECTATION OF  
RECEIVING ANYTHING  
IN RETURN

Always be giving. But do this in a scalable way. If you are a graphic designer, you can't just make a ton of free designs for everyone or you'll go bankrupt. But you can send some email introductions to a few people. You've added value, created relationship capital, and used a small percentage of the time that you would have used if you were to try to do free design work for the same amount of people.

# Travis Chappell

## DITCH THE FEAR OF REJECTION

The best way that I have found to face this fear is to start small. A cold email or Facebook message to someone you admire is a good place to start. Google some email templates you can follow, personalize them to you, and get to work! Sure, there are several people who have never given me the time of day after I reached out, but there are also plenty of people who were more than happy to connect

# Grant Cardone

## MAKE A LIST

Find out who you want to network with, make a list, and get to work. Talk about acceleration. Don't go get a job. Go work for a person. Make a list and ask yourself, "Who do I want to surround myself with?" When you build a network, you become legit. Just watch your credibility go through the roof!





## Ed Mylett

BUILD YOUR  
CONFIDENCE  
FIRST

Self confidence is really self trust. When I meet someone that has self confidence, I know that they have built a reputation with themselves. The number one way to grow your self confidence is to keep the promises you make to yourself. If you do this, you will explode your self confidence.



## Amy Porterfield

YOU HAVE TO GET OUT  
THERE IN REAL LIFE

Start with local events, but you still need to get on a plane at some point and go to a really fun networking event for anything in your field. When you have skin in the game, and have spent money on something, you're going to be showing up as your best self. The biggest moments for me were when I traveled to networking events and met people.

# Dean Graziosi

## RECIPROCITY

Reciprocity is giving and helping without expecting anything in return. It always comes back. It's the law of the universe. I used this principle when I connected with Tony Robbins, Ariana Huffington, Richard Branson, and so many more, and now I'm really good friends with all of them. It can be anything. It doesn't matter what level. If you want to network, know the art of reciprocity.



# Molly Bloom

## TRULY CARE ABOUT PEOPLE

You never know who's going to be helpful in your life. That's why it's important to deepen the connections you have. We as humans have an inherent curiosity about people that gets hidden from time to time, but you should indulge in that. Find out who people are, ask questions, and make them feel important. Connections will get you everywhere.

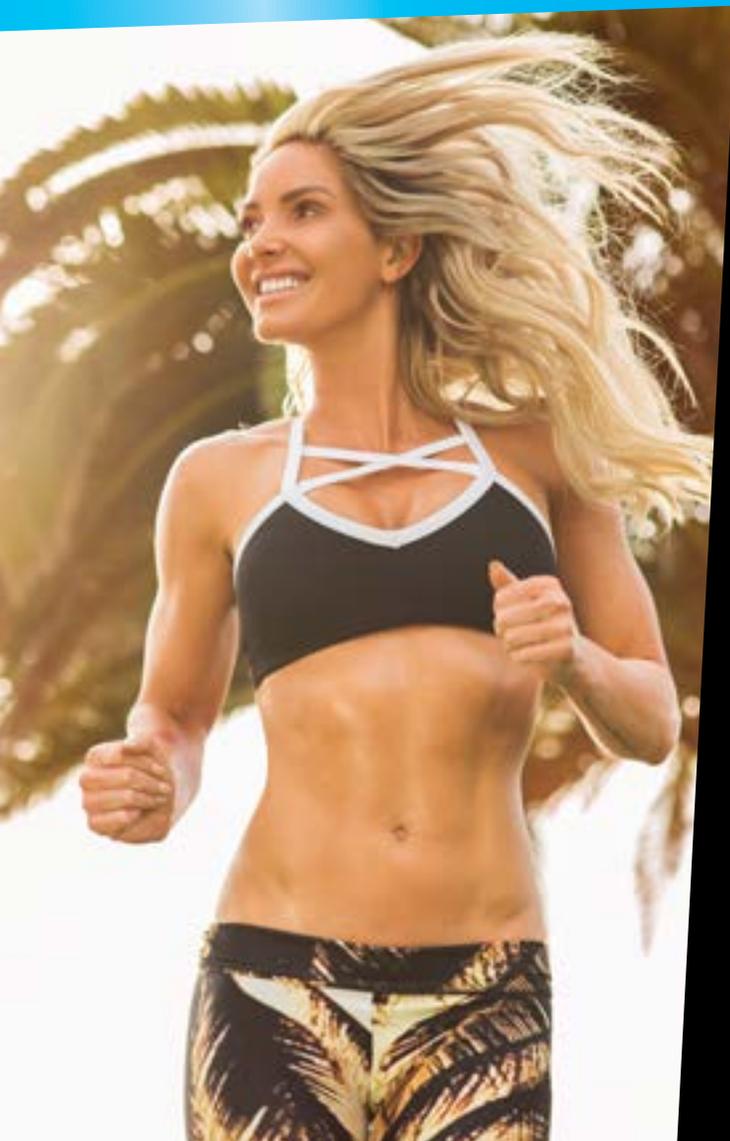




# Kevin Harrington

## SURROUND YOURSELF WITH EXPERTS

Have a network of people around you who are experts at what they do. I have former bank presidents running my capital raising strategies. I have 30 something years of tv, radio, and newspaper marketing experience, so now we have digital marketing experts on the team. Surround yourself with a dream team that can power you to the top.



# Lori Harder

## JOIN A MASTERMIND

Masterminds are crucial to helping you move to the next level. When things aren't getting done, you know you need one. You need some massive accountability and maybe some outside ideas from other sources. It's exponentially grown my business, my life, my relationships, and my perspective more than I can say. I think they are vital if you have a big calling and a big mission.

# Aubrey Marcus

## KNOW YOURSELF FIRST

The most important thing is knowing yourself. If you know yourself, it becomes really easy to know other people and develop those relationships. It's probably the most important thing you can know. To really know yourself is one of the most challenging tasks. Utilize all the tools available to help you figure out who you are, what you are, and how you serve. That is the most crucial element.



## Listen to the Build Your Network Podcast

WITH TRAVIS CHAPPELL



[www.travischappell.com](http://www.travischappell.com)