



Judy's Top Ten Power Connecting Tips

1. **Start with the 3 Golden Questions:** How Can I Help You? What other Ideas do you have for me? Who else do you know that I should talk to?
2. **If you're not succeeding, you may be in the wrong room.** Don't get stuck looking for love in all the wrong places.
3. **Your problem is someone else's solution.** Money, Ideas and Opportunities are attached to other people.
4. **Measure relationships not by Net-Worth, but on their integrity.** Do they have a good head, a good heart and a good gut?
5. **Strangers are dangerous is a fallacy.** Watch for warning signs, but this doesn't work when you are an adult.
6. **People must know you, like you and trust you before sharing valuable social capital.** Your network is golden, use it wisely.
7. **Don't get lost in the crowd.** A robust, wide and deep network will make you stand out in a crowd.
8. **Introductions are your most valuable resource.** Use them to create win-win value proposition for both parties.
9. **Keep the Rule of 2:** Give favors twice before asking for one.
10. **If you can only remember one rule: Engage in small acts of kindness.** A seemingly small act for you can have enormous impact.