

Name: _____

What's the **net worth** of your network?

Here's a quiz that will help you assess the net worth of your current networking relationships. Think about the last six months and check Y for yes and N for no.

	Today		90 days	
	Y	N	Y	N
1. I see all those informal conversations at business and social events as opportunities to use my small talk skills to build relationships and expand my network.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I know at least 50 people well enough (professionally or in the community) to call and say, "Hi this is (name)," and they know who I am and what my capabilities are.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. People in my network have referred me to at least 10 people who have given me some kind of career or personal information.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. I'm comfortable calling friends of friends, and friends of friends of friends to seek information.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. I belong to at least four professional or community organizations and am visibly active.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. I read two trade journals or magazines in my field and two general news publications.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7. I know people from outside my profession from activities, such as sports, PTA or volunteer work.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8. I've taken at least one course or gone to one convention to help me stay current in my field or learn about a new field.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9. I stay in touch with people I knew and worked with at previous jobs.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10. I make a point of meeting people outside my organization, profession, or industry, and at all levels of the hierarchy.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11. At a social or business event, I'm comfortable with introductions and can remember the names of people I meet.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
12. I introduce people to one another at business and social events.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
13. When people ask, "What do you do?" I avoid long confusing job titles and labels, and simply tell what I do.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
14. I let people know the kinds of problems I can solve, so that they often refer exactly the right kind of work challenges, job leads, or career information to me.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
15. When I talk to people, I usually find up-to-date information on something of professional or personal interest to me.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	Today		90 days	
	Y	N	Y	N
16. I talk frequently with others for support, ideas, and resources.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
17. I systematically network at work.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
18. I have business cards and enjoy using conversation to look for ways to give or receive information or services so that exchanging cards is valuable and necessary.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
19. I always find a good way to say, "Thank you," when someone gives me information or resources or a referral to someone they know.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
20. I look for ways that my resources and information can help others fulfill their personal and professional goals.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Total how many times you circled yes and check with scores below:

- 1 – 10 Your worklife and personal life will profit as you learn the basics of networking.
- 11 – 14 You can give and get even more in your professional and personal networks as you develop your networking skills.
- 15 – 17 You have only a few gaps in your network. Look at the questions you answered with Ns and strengthen those areas.
- 18 – 20 Bravo! You're well on your way to experiencing the power of networking.