TAKE ONE USEFUL NEXT STEP

BUILD A NETWORK THAT HOLDS

A networking action pack from the conversation with Alex Mink.

Build relationships that can support both your work and your life, while giving trust clear boundaries.

01 SEE MORE THAN A POTENTIAL CLIENT

Alex traces her approach to her father and describes learning from people even when a sale is not the purpose. A relationship can matter through a lesson, introduction or support.

SOURCE 03:26-05:16 | Original recording

02 EARN TRUST BEFORE ATTACHING YOUR NAME

Shared membership can create a sense of loyalty, but Alex describes referrals that did not work out. She emphasizes trust with boundaries rather than treating membership as proof of reliability.

SOURCE 08:54-10:20 | Original recording

03 LOOK FOR CONNECTIONS FOR YOUR NETWORK

Alex combines nurturing relationships with actively looking for useful connections for others, including people who are not the right clients for her own business.

SOURCE 10:20-11:19 | Original recording

04 KEEP CONTACT THROUGH CHANGING SEASONS

Alex describes support from relationships during a move and personal transition. The hosts return to staying in touch even when someone steps away from a group.

SOURCE 05:44-06:43; 13:26-14:38 | Original recording

MAKE THE LESSON USABLE

YOUR NEXT CONVERSATION

An editorial worksheet derived from the conversation. This is not a verbatim framework presented by the guest.

A RELATIONSHIP TO REVISIT

Who have I lost touch with, and what do I genuinely want to learn about their current work or life?

WHAT THEY NEED NOW

What have they actually told me they are trying to do? Leave unknown needs as questions.

A USEFUL CONNECTION

Who could help them, and why might that introduction be relevant?

WHAT I CAN VOUCH FOR

Which experience have I personally observed? What is still unverified?

MY REFERRAL BOUNDARY

What expectations, fit or reliability should be checked before I attach my name?

THE NEXT CONVERSATION

What specific, pressure-free follow-up would be useful?

USE THE IDEA THIS WEEK

BEFORE YOU FOLLOW UP

Apply these ideas to a real conversation. Adapt them to the person and the situation rather than treating them as a guaranteed formula.

- [ ] Reconnect with a specific person rather than collecting more names.
- [ ] Ask what matters to them now; do not assume their old priorities still apply.
- [ ] Identify a useful connection for someone already in your network.
- [ ] Check fit and expectations before giving a referral.
- [ ] Choose relationship-building channels based on your actual work, not posting volume.

SOURCE MAP

03:26	Relationships as a lifelong practice
05:44	Support during a move and time away
07:02	Groups and early business relationships
08:54	Trust, referrals and boundaries
10:20	Nurturing and finding connections for others
14:21	Staying in touch
15:00	Networking as the base of Alex's business

Timestamps refer to the raw recording and will change after production edits. Guest links appear in the resource section.

TURN THE IDEA INTO A CONVERSATION

TAKE THE NEXT STEP

Choose the path that fits you. One useful conversation is a good place to start.

MEET YOUR NEXT USEFUL CONNECTION

Put one idea from this episode into practice at a Speed Networkers event. Choose an upcoming event and reserve your spot.

Find my next networking event >

https://speednetworkers.com/events

SHARE YOUR STORY ON THE PODCAST

Have a real story about a connection, referral or follow-up that made a difference? Apply to join Carlos and Steven as a guest.

Apply to be a guest >

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KEEP THE GOOD CONVERSATIONS COMING

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CONNECT WITH THE GUEST

ALEX MINK

Explore the guest links shared with the show. Choose the place that works best for your next conversation.

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