ONE CONVERSATION. USEFUL NEXT STEPS.

NETWORK LIKE A SYSTEM

With MJ Granados-Godoy | Choose rooms that fit your values, make useful connections and give follow-up a clear owner and process.

01 GIVE PEOPLE A REASON TO REMEMBER YOU

MJ describes educating and helping others as a way to maintain relationships with referral partners. Her focus is on providing value while staying in touch.

SOURCE 03:39-04:23 | Original recording

02 CHOOSE ALIGNED ENVIRONMENTS

She looks for people and environments that match her values and interest in human connection. She prefers quality conversations to a large collection of contacts.

SOURCE 05:05-06:06; 07:21-08:20 | Original recording

03 DEFINE THE FOLLOW-UP PROCESS

MJ distinguishes delegation from abdication. She describes clear expectations, scheduling methods, introductions and follow-up emails handled through procedures and her team.

SOURCE 09:06-10:50 | Original recording

04 TRACK WHERE RELATIONSHIPS LEAD

She tracks referral sources, past clients and repeat clients. When a normal referral relationship goes quiet, her team follows up to create another opportunity to connect.

SOURCE 11:48-13:05 | Original recording

MAKE THE LESSON USABLE

BUILD YOUR FOLLOW-UP PROCESS

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

THE RELATIONSHIP

Who did we meet and why is the connection relevant?

THE VALUE WE CAN OFFER

What resource, introduction or help did we discuss?

THE PROMISED NEXT STEP

What should happen after this conversation?

THE OWNER AND EXPECTATION

Who is responsible, and what does done mean?

THE TIMING AND METHOD

When and how will we reconnect, with enough time to talk?

THE SOURCE AND RESULT

Where did the connection come from, and what happened next?

BEFORE YOUR NEXT EVENT

PUT IT TO WORK

Choose a step that fits your next conversation. This checklist applies the episode; it does not promise a business result.

- [ ] Choose an environment that fits your values and intended connections.
- [ ] Make enough space for a real conversation.
- [ ] Capture the promised introduction or follow-up.
- [ ] Give each next step an owner and clear expectations.
- [ ] Review source and outcome records; reconnect with valuable quiet partners.

SOURCE MAP

03:39-04:23 | Give people a reason to remember you

05:05-06:06; 07:21-08:20 | Choose aligned environments

09:06-10:50 | Define the follow-up process

11:48-13:05 | Track where relationships lead

Source times refer to the raw recording and change after production edits. Worksheet and checklist are editorial applications, not a named guest framework. Guest links appear in the resource section. Presented by Speed Networkers.

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.

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CONNECT WITH THE GUEST

MJ GRANADOS-GODOY

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

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