TAKE ONE USEFUL NEXT STEP

TRUST BEFORE TRANSACTIONS

A networking action pack from Carlos A. Vazquez's conversation with Tom of Crypto Signalen.

01 GIVE TRUST SOMETHING TO REST ON

Tom describes introductions through people who know his work and referrals between professional firms. Ask why the introduction is relevant and what the introducer can personally verify.

SOURCE 02:45-03:34 | Original recording

02 ASK WHAT YOU CAN VERIFY

Ask about relevant experience and checkable references. Tom also describes starting relatively small and observing how someone works before expanding the relationship.

SOURCE 03:39-04:10 | Original recording

03 LET THE FIRST MEETING EARN THE NEXT ONE

Use a short conversation to establish relevance. Carlos uses virtual meetings to help decide whom to meet in person; the longer conversation follows when there is a reason to continue.

SOURCE 07:48-10:18; 10:47-12:22 | Original recording

04 RESEARCH THE ROOM

Ask people who have attended whether the conference produced useful conversations. Identify relevant people in advance, while allowing for uncertain attendance and availability.

SOURCE 13:40-14:37 | Original recording

MAKE THE LESSON USABLE

YOUR NEXT CONNECTION

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

THE CONNECTION I NEED

Describe the relevant role, problem or capability.

WHY THIS IS A FIT

What could make a conversation useful to both people?

WHAT I CAN VERIFY

Which work, experience or shared reference can I check?

THE QUESTION I STILL NEED TO ASK

What answer would change whether I take the next step?

A USEFUL FIRST STEP

What small conversation or task would help us evaluate the fit?

MY FOLLOW-UP

What did we agree, who owns the next action and when will we reconnect?

PREPARE BEFORE YOU ARRIVE

RESEARCH THE ROOM

Use this checklist before your next conference. It applies the conversation to a practical plan; it is not a promise about an event's results.

- [ ] Ask someone who has attended whether they met relevant people.
- [ ] Identify a few specific people or capabilities you want to find.
- [ ] Use the event's available pre-event networking to make an introduction.
- [ ] Leave room for uncertainty: people and plans can change.
- [ ] Use the first exchange to decide whether a longer conversation is worth having.

SOURCE MAP

02:45	Existing relationships and professional referrals
03:39	Verification, starting small and earned trust
06:05	Meeting in person and mutual references
07:48	Virtual meetings supporting an in-person strategy
10:47	The purpose of a short networking conversation
12:23	Pre-conference introductions
13:40	Checking whether an event is worth attending

Timestamps refer to the raw recording and will change after production edits. This pack addresses networking practices; it does not evaluate trading products or performance claims. 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

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CONNECT WITH THE GUEST

TOM OF CRYPTO SIGNALEN

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

WEBSITE

https://cryptosignalen.com/

INSTAGRAM

https://www.instagram.com/cryptosignalen_com/

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