Networking Exercise #4: Using the N.M.E. Strategy

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| **Exercise 1:** Think of a time when you were on a date and you thought they were way out of your league (meaning you thought “why would they date me?”). This person you are on a date with is a **10** and you (for this exercise) are a **1**. List at least 10 qualities why the other person thought of you as being equal to or greater than a **10** so that the Networking Match Equation brings you at least in balance: |
| **1**: |
| **2**: |
| **3**: |
| **4**: |
| **5**: |
| **6**: |
| **7**: |
| **8**: |

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| **Exercise 1:** Think of a time when you were on a date and you thought they were way out of your league (meaning you thought “why would they date me?”). This person you are on a date with is a **10** and you (for this exercise) are a **1**. List at least 10 qualities why the other person thought of you as being equal to or greater than a **10** so that the Networking Match Equation brings you at least in balance: |
| **9**: |
| **10**: |
| **1** **1** (Come on list one more…let’s push the goal post out!): |

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| **Exercise 2:** Think of a person you are going to meet with in business or you want to ask them to meet with you for the first time. They are a **10** and (for this exercise) you are a **1**. List at least 10 qualities why the other person will think of you as being greater than a **10** so that the Networking Match Equation brings you at least in balance (think why is it very beneficial for them to have the pleasure of meeting you!): |
| **1**: |
| **2**: |
| **3**: |
| **4**: |
| **5**: |
| **6**: |
| **7**: |
| **8**: |
| **9**: |
| **10**: |
| **11** : ) |