



## rate your networking skills

Answer “Yes” or “No” to each statement to gauge your networking skills:

1. At my firm’s last social event, I started a conversation with someone I didn’t know. \_\_\_\_\_
2. I often say “Hello” to people I don’t know when I’m waiting in line. \_\_\_\_\_
3. I always carry my business cards with me, even on vacation. \_\_\_\_\_
4. I follow up with people I meet. \_\_\_\_\_
5. I send holiday cards to my networking contacts. \_\_\_\_\_
6. I belong to a professional organization, and I’ve volunteered to serve on its committees. \_\_\_\_\_
7. I’ve volunteered to speak at a meeting of my professional association. \_\_\_\_\_
8. I’ve submitted suggestions for improvement within my organization. \_\_\_\_\_

### **Totals:**

Yes \_\_\_\_\_ No \_\_\_\_\_

### **Scoring:**

You know how to network successfully if you said “Yes” to 6 or more statements. If you said “Yes” to 4 or 5 statements, you’ve got some work to do. If you said “yes” to fewer than 4, you need a networking mentor.