

CONNECT WITH ANYONE

COURSE NOTES + ACTION CHECKLIST

They say it's not what you know, but who you know that matters in business. You can't just work in a bubble if you want to succeed, especially online.

In this master class with Scott Dinsmore of Live Your Legend you'll learn exactly who you should connect with, how to do it, and what kinds of interactions you should have with them when you do.

This document contains important lesson notes and action checklists for several lessons.

Please follow along with this document as you complete the lessons.

LESSON 5: RELATIONSHIP ROADMAP & DREAM CONNECTIONS

IN THIS LESSON WE'LL COVER WHO YOU SHOULD SPEND MORE TIME WITH, WHO YOU SHOULD LESS TIME WITH, AND HOW TO DETERMINE WHAT SOME OF YOUR DREAM CONNECTIONS ARE.

- ☐ Create a list of all of your connections (contact list, Facebook, Twitter, etc.)
- ☐ Segment the list into three groups.
 - Who do you want to spend more time around?
 - Who do you want to spend less time around?
 - Who are your “dream connections” that you haven't connected with yet?



LESSON 6: LEAVING TOXIC FRIENDS

IN THIS LESSON WE'LL COVER HOW TO LEAVE THE TOXIC FRIENDS IN YOUR LIFE AND HAVE A HEART TO HEART WITH PEOPLE YOU WANT TO KEEP SPENDING TIME WITH.

- ☐ Make a list of all the people that you want to keep close with in your life.
- ☐ Sit down and have a heart-to-heart with those people.
- ☐ Slowly start spending less time with people that are bringing you down.

LESSON 7: TELL YOUR STORY

WE ALL HAVE AN INSPIRING STORY, WE JUST NEED TO LEARN HOW TO SHARE IT.

- ☐ Write down 3 accomplishments you are most proud of:

1. _____
2. _____
3. _____

- ☐ Write down 3 of the biggest lessons you've learned:

1. _____
2. _____
3. _____

- ☐ Write down 3 things no one knows about you:

1. _____
2. _____
3. _____



☐ Think of a personal story you could tell for every letter of the alphabet:

- A. _____
- B. _____
- C. _____
- D. _____
- E. _____
- F. _____
- G. _____
- H. _____
- I. _____
- J. _____
- K. _____
- L. _____
- M. _____
- N. _____
- O. _____
- P. _____
- Q. _____
- R. _____
- S. _____
- T. _____
- U. _____



- V. _____
- W. _____
- X. _____
- Y. _____
- Z. _____

LESSON 8: OVERCOME BEING AN INTROVERT

BEING AN INTROVERT ACTUALLY MEANS YOU HAVE A TREMENDOUS ADVANTAGE: YOU ARE AN EXPERIENCED LISTENER.

- ☐ Think of and take 5 “tiny actions” to connect with people you listed as dream connections. (Such as replying to tweets, sending an email, or planning a meeting.)

LESSON 11: THE PEOPLE YOU ALREADY KNOW

THE PEOPLE YOU KNOW PROBABLY ALREADY KNOW A LOT OF THE PEOPLE YOU WANT TO KNOW. BUT YOU HAVE TO TELL THEM.

- Treat every meeting and conversation as a chance for a referral. (Not just for you, but for the other person too.)
 - Give out referrals to other people like crazy. Act like your job is to connect people.
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- ☐ Get in the habit of telling people the type of people you want to meet.
 - ☐ Ask for a referral every time you meet with someone.
 - ☐ Give a referral every time you meet with someone.



LESSON 14: FORMING THE IDEAL MASTERMIND GROUP

MASTERMIND GROUPS CAN PUSH TO SUCCEED AND REACH THE NEXT LEVEL.

- ☐ Think of 4 or 5 people with similar goals at the same level as you (preferably in a different industry).
- ☐ Reach out to them individual and ask them if they'd like to join a mastermind group.
- ☐ Arrange the recurring meetings (weekly or bi-weekly) via Skype or Google Hangout.
- ☐ If the group goes well, try to meet in-person at least once a year.

LESSON 15: HOW TO BECOME UNFORGETTABLE

THE TRICK TO BECOMING UNFORGETTABLE IS AS SIMPLE AS DOING THE THINGS THAT NOBODY ELSE DOES: FOLLOWING UP.

- Make it a habit to always follow up after you meet with or chat with someone.
 - Do more than other people would. (Send a hand-written letter instead of an email.)
 - Do something they will remember. (Tip with a \$2 bill, send a personalized gift, etc.)
- ☐ What's one thing you could start doing for everyone you meet, just to stand out a bit?
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