

*How To*

**Create A  
POWERFUL  
NETWORK  
In 90 Days!**

*by KL Wells*

**Quickly create your own valuable  
and inspiring network  
in any community -  
even one that's new to you!**

**How to CREATE a  
POWERFUL NETWORK ...  
in 90 Days!**

**Quickly create your own valuable  
and inspiring network  
in any community—even one that's new to you!**

---

**KL Wells**

---

**Networking Power™  
Eugene, OR**

---

“In the first 15 minutes of consulting with KL, I received invaluable information I put to work immediately – it significantly impacted my clarity and focus in how to leverage my networking activities for powerful results!” *October 25, 2011*

**Marilyn King, Two-Time Olympian Pentathlete, Founder - Beyond Sports**

---



*to my son Sam,  
an amazing light in the world*

---

# CONTENTS

---

## [Introduction](#)

### [1 • My Story](#)

### [2 • Why Does Networking Matter?](#)

### [3 • Building My New Community](#)

### [4 • Prepare for Astonishing Networking Results!](#)

#### [Five Absolute Musts](#)

Be Clear Why You Are Networking In The First Place..

Know: Who Am I Looking For? Pay attention to the qualities and characteristics of extraordinary people.

Ask Your” Power Question” For Networking Events, Parties and Conferences.

Find Your Inner Circle With Written Questions For One-To-One Conversations.

Prepare, Prepare, Prepare

### [5 • Adopt a Strategic Networker Mindset](#)

Stand Squarely in Your Confidence – “I Believe!”

### [6 • Time To Network: Ready, Fire, Aim - Who Will I Meet Today Who Will Change My Life?](#)

How to Own the Room at Events, Parties, Conferences

Setting Yourself Up For Success & Being Memorable

Asking “Who Do I Need to Know?”

Keeping Track of People

Practice, Practice, Practice

## [Keep Learning Networking: Reference Books](#)

## [Testimonials](#)

## [About KL Wells](#)

## [Copyright](#)

---

## **Decide to Network**

Use every letter you write  
Every conversation you have  
Every meeting you attend  
To express your fundamental beliefs and dreams  
Affirm to others the vision of the world you want  
Network through thought  
Network through action  
Network through love  
Network through spirit  
You are the center of a network  
You are the center of the world  
You are a free, immensely powerful source  
of life and goodness  
Affirm it  
Spread it  
Radiate it  
Think day and night about it  
And you will see a miracle happen:  
the Greatness of your own life.  
In a world of big powers, media and monopolies  
But of [nearly seven] billion individuals  
Networking is the new freedom  
the new democracy  
a new form of happiness

Robert Muller, Assistant Secretary General of the United Nations, 1993

---

---

## Introduction

---

WHAT COMES TO MIND WHEN YOU hear someone mention networking?

Do you relish the thought of attending Chamber of Commerce events or do you get a knot in your stomach thinking about meeting new people and make small talk?

Do you wonder how you're going to create a brand new community of great friends when you move?

Did you know that introverts make superb networkers?

Do you only think of networking as a way to get that dream job or grow your business?

Are you one of those people that people say, "Oh, they know everybody," yet you aren't attracting the level of business you desire?

What does "working a room" really mean?

Do you look for friends as soon as you arrive at a networking event or party and "hang out" with them most of the evening, then head home after you feel like you've been there an appropriate amount of time?

Are you wondering if your Chamber membership is worth the money you're spending? Are you getting the results you want?

Do you wonder what a “leads group” is and how to pick one that will get you great results?

Did you know networking is a learned skillset at which you can be extraordinarily successful?



These are all questions I’ve asked myself through the years and are routinely asked by from all walks of life.

Somehow we’ve believed many assumptions and delusions about networking that have sent us down an uncomfortable path that either doesn’t fit with who we are or has yet to help us achieve the life we are inspired to live.


This eBook is about:

- the extraordinary power of networking,
- changing your beliefs about networking,
- how to have fun creating a remarkable mix of close friends, business associates, meaningful groups, and others who will in fact change your life within 90 days!

Its production is also a reflection of one of the extraordinary benefits of having created a powerful local network: from the vision to the launch of this eBook took just three weeks. I could not have considered this project without being able to rely on my network to quickly bring together my publishing team.

Strategic networking has worked for me. It will work for you. Let me show you how!





*If you want to build a ship,  
then don't drum up men to gather wood,  
give orders, and divide the work.  
Rather, teach them to yearn for the  
far and endless sea.*

attributed to Antoine de Saint-Exupéry



---

## About KL Wells

---



**KL Wells, CEO and Founder of Networking Power.**

[KLWells@NetworkingPower.net](mailto:KLWells@NetworkingPower.net)

KL Wells was raised both in the Washington, D.C. area and on a 20,000 acre Montana cattle ranch just north of Yellowstone National Park, this daughter of an Episcopalian minister grew up surrounded by successful entrepreneurs...and cowboys!

Before starting her own successful non-profit consulting practice in the early 1990s, KL worked as a horse wrangler, basketball referee, college student adviser while getting a Master's Degree in Counseling, life insurance salesperson, retail bank manager, and non-profit development director.

For more than twenty years, KL has consulted with hundreds of non-profit organizations, effectively co-leading initiatives with CEOs, senior executives, boards, trustees and philanthropists that have attracted hundreds of millions of dollars and created dramatic organizational and community-wide changes. Working in both rural and urban settings, KL has worked with organizations, centers, universities, public/private partnerships and programs related to medicine, cultural arts, wildlife conservation, environmental sustainability, child abuse prevention, homelessness, indigenous

leadership, disabilities, aging, children's services, urban reclamation and more.

She has designed, led, and implemented countless capacity-building initiatives; innovative inter-generational civic engagement initiatives; a ground-breaking visionary project called "Positive Images of Aging" in Florida; co-pioneered innovations in philanthropy applied throughout the world; and trained thousands of non-governmental leaders and volunteers to be more effective in their vocations.

Her ground-breaking work in philanthropy, organizational development and community-wide engagement initiatives is featured in Jim Lord's seminal book, *What Kind of World Do You Want?*

## Copyright

### **How to Create a Powerful Network...in 90 Days!**

Quickly create your own valuable and inspiring network  
in any community—even one that's new to you!

© 2013 KL Wells  
[KLWells@networkingpower.net](mailto:KLWells@networkingpower.net)

All rights reserved.

eISBN 978-0-615-80017-2

eBook design and publication management: Eva Long  
<http://www.longonbooks.com>

eBook cover design: Val Stilwell  
<http://www.valstilwell.com>

The following trademarks are the property of KL Wells:

Golden Referrals™

Networking Pinball™

Networking Power™

Power Partners™, Power Partnerships™

Olympian Thinking™ is the property of Marilyn King.

Networking Power

Eugene, Oregon

<http://www.NetworkingPower.net>