

Poised and Ready

Below is a list of answers that will help you to answer the “how may I help you?” question when someone asks.

- ☐ Would you be willing to announce my event to your networking group?
- ☐ I have some postcards about _____, would you take six and give them to the people in your office?
- ☐ I am running for Team in Training and have to raise \$_____. Would you be willing to donate to my appeal?
- ☐ Sunday I am in a charity walk. How about we both do it and we can do a more in-depth one to one while we walk.
- ☐ I'm on a non-profit board and we have a wish list. Is there any way you could link to it on your blog.
- ☐ I know that you know _____ and I would love a personal introduction to him. Would you do that?
- ☐ Would you be willing to take me as your guest to your networking meeting?
- ☐ Would you be willing to read the book I've written and give me feedback?
- ☐ We have a newsletter; could I add your name to the list of people who receive it?
- ☐ We need people to write for our newsletter, would you be interested in writing one article?
- ☐ I presented to _____ recently and I can't seem to get him to answer my calls. I think he is your friend. Would you be willing to ask him about whether he has an interest in what we talked about?
- ☐ Would you be willing to listen to my presentation that I am going to make at my conference so I can practice it before I have to give it for real?
- ☐ Would you become a fan of my business page on Facebook™?
- ☐ I would like to find out what school _____ went to. Do you have any information about that?
- ☐ I need a speaker for my service club next month, could you recommend someone?
- ☐ Would you go to my website and tell me what you like and what you would change from a user point of view?
- ☐ Would you be willing to write a testimonial that I can use on the website? I'd like to include your picture, too.
- ☐ I am forming an advisory board that will meet monthly. I'd be honored if you would consider being part of that board.
- ☐ We are having a “Wacky” event and I need someone to dress in a wacky costume for the first part of the event. Would you be willing to be “Wacky?”
- ☐ There is a conference that I think we both can benefit from. Would you like to go together?
- ☐ I visited a group that you are a member. What are the advantages/disadvantages of the group?
- ☐ It would be wonderful if you could to make a comment on my blog post from yesterday.
- ☐ Can you recommend a book about _____ that will help me with my business?



Now obviously, turnaround is fair play. In order to get help you have to give help. When you return the “How may I help you?” question, you might have to use some of the above ideas as prompts to help your networking friend to get the idea that there is more to this game and just more business. Also, depending on your level of A.R.T. with your networking appointments for the day, your answers may be different for each appointment.