

# The Road to Champagne

## Chapter 11 Actions: Build Your Village



### Networking

- Assess the gaps between your current and desired network. What types of contacts do you need more of to get to your Champagne?

- A. \_\_\_\_\_
- B. \_\_\_\_\_
- C. \_\_\_\_\_
- D. \_\_\_\_\_
- E. \_\_\_\_\_

- Create a plan to fill in the gap between your current and desired network:

- List names of people that come to mind for each type of contact needed.

- A. \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_
- B. \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_
- C. \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_
- D. \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_
- E. \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_

- Create intersections. How will you connect with them, given what you know of them?

- A. \_\_\_\_\_
- B. \_\_\_\_\_
- C. \_\_\_\_\_
- D. \_\_\_\_\_
- E. \_\_\_\_\_

- Define what you can offer these new contacts that they would value:

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

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### Sponsor, Mentor and Coach

- Identify who—in a position of power—can become your sponsor(s). Figure out how you can help them and engage them in a conversation to share why such relationship would be mutually beneficial.

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- Identify three to five potential mentors; People you already know inside and outside your organization:

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- Get closer to them. At the right time, invite them to consider establishing such a relationship.
- If they accept, clarify mutual expectations including frequency of dialogue.
- Identify one or two people you are willing to mentor and start the dialogue:

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### Sponsor, Mentor and Coach (continued)

- Determine what areas you need to develop (perhaps based on recent feedback or performance reviews per Chapter 6):

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- Identify proficient contacts in those topics that you trust and believe they are willing to help you:

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- Ask them if they would help you by providing coaching in that topic.
- Agree on the objective, approach, and what success looks like.
- Identify one or two people you are willing to coach on a given topic you master and offer 30 minutes or so a week for coaching:

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