

## Networking BullSheet

Your BullSheet is designed to help you gain deeper awareness of your bull and work through it. Below, you will find the bulls that were covered in the teaching call of your Brilliance Incubator class. There is also an area for you to write in additional bull. Bull is infinite! So, please expand on any areas that you feel are relevant for you. If you do NOT feel you have a specific bull, then you may skip over that section.



**What areas of your messaging do you feel are unclear?**

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**What opportunities have you avoided because your messaging is not clear for you?**

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**What about your messaging IS clear?**

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**What opportunities could you take advantage of, in the next week, if you were willing to let go of a clear message?**

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## Networking BullSheet



**Why do you think you go to, or avoid, networking events?**

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**What is the reason that you go to a networking event without having a specific objective?**

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**What is your real fear about networking events?**

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**In your wildest dreams, what would happen at your next networking event?**

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## Networking BullSheet

**What story have you made up that happens when you change your habits?**

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**COMFORT  
BULL**

**What criteria do you use to choose the networking events you attend?**

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**What is a networking event you have thought of attending, but haven't yet?**

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**What networking event will you commit to attending this month that you never have before?**

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## Networking BullSheet



**Why do you avoid conversations in favor of a quick business card handout?**

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**What help or encouragement do you need to ask someone else about what they do or need?**

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**Why do you wait for someone else to contact you instead of following up proactively?**

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**What's one way you could easily be of service to someone you meet at a networking event?**

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## Networking BullSheet

**What results do you want from networking that you currently feel “never happens” when you go to a networking event?**

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**What actions do you know you “SHOULD” do during, or after, a networking event that you typically don’t? (Hint, these are usually the things you say about a week after the event. The conversation is something like, “oh shit! I never \_\_\_\_\_ and now it’s too late....”)**

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Share questions and “a-  
ha’s” in the Facebook  
group!



