

Networking Like a Pro with AI

Tools, tracking, and next-level follow-up

Quick recap

The meeting focused on implementing AI networking tools and preparing for an upcoming implementation day, with Warren and Stuart discussing capabilities of various tools, including NanoBanano for generating professional drawings. Warren provided a comprehensive overview of using GoHighLevel CRM for tracking networking efforts and demonstrated how to set up and manage automated task reminders, emphasizing the importance of proper CRM usage for business success. The discussion concluded with insights on managing business contacts and tasks, including the challenges of transitioning to a more disciplined approach, and Warren addressed technical issues while encouraging attendees to explore automations and sign up for CRM systems to improve their business processes.

Summary

AI Networking Implementation Preparation

Warren explained the unusual circumstances that led to the current meeting, including technical difficulties with his camera and the previous mix-up of events. He mentioned that on Friday, they covered using AI for networking, but today's focus is on building upon that and preparing for the implementation day. Warren encouraged attendees to watch the replay of Friday's session for valuable content on AI networking tools.

NanoBanano Capabilities and Networking Strategy

Warren and Stuart discussed the capabilities of NanoBanano, a tool that can generate professional drawings and even emulate handwriting, which Warren recommended for its impressive functionality. Warren then provided a recap of the

month's focus, emphasizing the importance of tracking networking efforts using a CRM like GoHighLevel. He explained the process of adding new leads, making contact attempts, and scheduling calls, with the goal of reaching out to 100 potential connections to secure a client.

Go High Level CRM Demo

Warren demonstrated how to use Go High Level CRM for tracking and following up with leads, including setting up manual and automated task reminders. He emphasized that this system is for personal networking rather than automated email campaigns, and stressed the importance of using a CRM for business success, particularly for coaches and entrepreneurs. Warren noted technical difficulties with the platform due to Cloudflare issues, but explained how to refresh pages to resolve display problems.

Success Strategies for Entrepreneurs

Warren emphasized the importance of taking entrepreneurship seriously, comparing it to a career like therapy, and encouraged the audience to sign up for a CRM to elevate their business practices. He highlighted that client acquisition is the primary reason businesses fail, urging attendees to commit to hard work and marketing efforts to succeed. Warren stressed that becoming a successful entrepreneur requires discipline, dedication, and a willingness to adapt to changing market conditions, ultimately leading to greater freedom and opportunities.

Enhancing Business with CRM Automation

Warren emphasized the importance of using CRM software, highlighting that successful businesses rely on it daily for automation and efficiency. He discussed the challenges of implementing these systems, comparing it to the 80/20 rule in software development, where the final 20% of work often requires the most effort. Warren introduced the concept of automations in GoHighLevel, explaining how they can streamline tasks and reduce manual efforts, such as sending emails and following up with clients. He encouraged attendees to adopt these tools to

improve their business processes and avoid common pitfalls like manually sending emails.

CRM Automation Setup and Examples

Warren demonstrated how to create and set up automations in their CRM system, explaining the basics of triggers, filters, and custom values. He showed examples of simple automations like birthday reminders and networking event follow-ups, emphasizing the importance of automation for maintaining client relationships. Warren also clarified that "snapshots" were not a terminology used in their system, instead using dashboards for business insights.

Adapting to CRM Systems

James discussed his initial exposure to CRM concepts and the challenge of transitioning from a chaotic mindset to a more disciplined approach in managing business contacts and tasks. Warren and Stuart shared insights on using flow diagrams to simplify the CRM process for non-technical users and emphasized the importance of practice and persistence, comparing it to learning martial arts. They highlighted that managing people requires a different system than managing tasks solo, and encouraged James to embrace the learning process, acknowledging that initial confusion and mistakes are part of the learning curve.

Business Growth and Personal Challenges

Warren discussed the challenges of starting jiu-jitsu and applied this to business, emphasizing the importance of persistence. He challenged James to make a list of 10 people and call one of them before the week's end, mentioning his coaching work casually. Warren also addressed the indefinite pause of his office hours due to scheduling conflicts and personal priorities, promising to follow up with Evan to find a solution. He encouraged everyone to explore automations and sign up for a CRM to build pipelines and improve business processes.