

Networking With AI

Google Folder:

https://drive.google.com/drive/folders/1aOICTdFIlwTXnnrL9Rsyf1ycW5n7_f2W?usp=drive_link

Quick recap

Warren led a training session focused on building ChatGPT or Gemini projects for networking and prospecting, emphasizing the importance of systematic follow-up and relationship building, particularly with affluent clients. He outlined five key mindsets for effective networking: giving rather than getting, being interested rather than interesting, embracing rejection, viewing networking as a long-term game, and listening more than talking. Warren explained how AI can help automate the remembering and synthesis of networking conversations, allowing coaches to focus on human connection while the AI identifies patterns and provides strategic insights. The session included instructions for building a project in ChatGPT, Claude, or Gemini, with specific guidance on adding files and conversation history to create a comprehensive networking system.

Summary

AI-Enhanced Networking Strategies Discussion

Warren led a discussion on networking strategies, focusing on using AI tools like ChatGPT, Gemini, or Claude to create projects for tracking networking and prospecting activities. He emphasized the importance of systematic follow-ups, sharing five key mindsets: giving rather than getting, being interested rather than interesting, embracing rejection, viewing networking as a long-term game, and listening more than talking. The group discussed the challenges of capturing information from live networking events and the need for consistent follow-ups to build meaningful connections, particularly with affluent individuals.

Networking and Lead Management Strategies

Warren presented strategies for effective networking and lead management, emphasizing the importance of personalized communication, consistent follow-up, and leveraging AI for pattern recognition and synthesis of networking data. He explained how AI can help identify pain points, create tailored follow-up messages, and develop a clear understanding of the target audience (avatar) through analyzing multiple conversations. Warren assigned an exercise to create a ChatGPT project with relevant files and instructions, and encouraged participants to focus on building this foundation before the next office hours call in two hours.