

The Power of Growing Our Networking Group



**Each of us
knows around
150 people
that we can
easily refer to
our members.**

**SLIDELL NOON
NETWORKERS**

NETWORKING EDUCATION

TIER ONE
Are people
in this room

TIER TWO
Are people
outside this
room

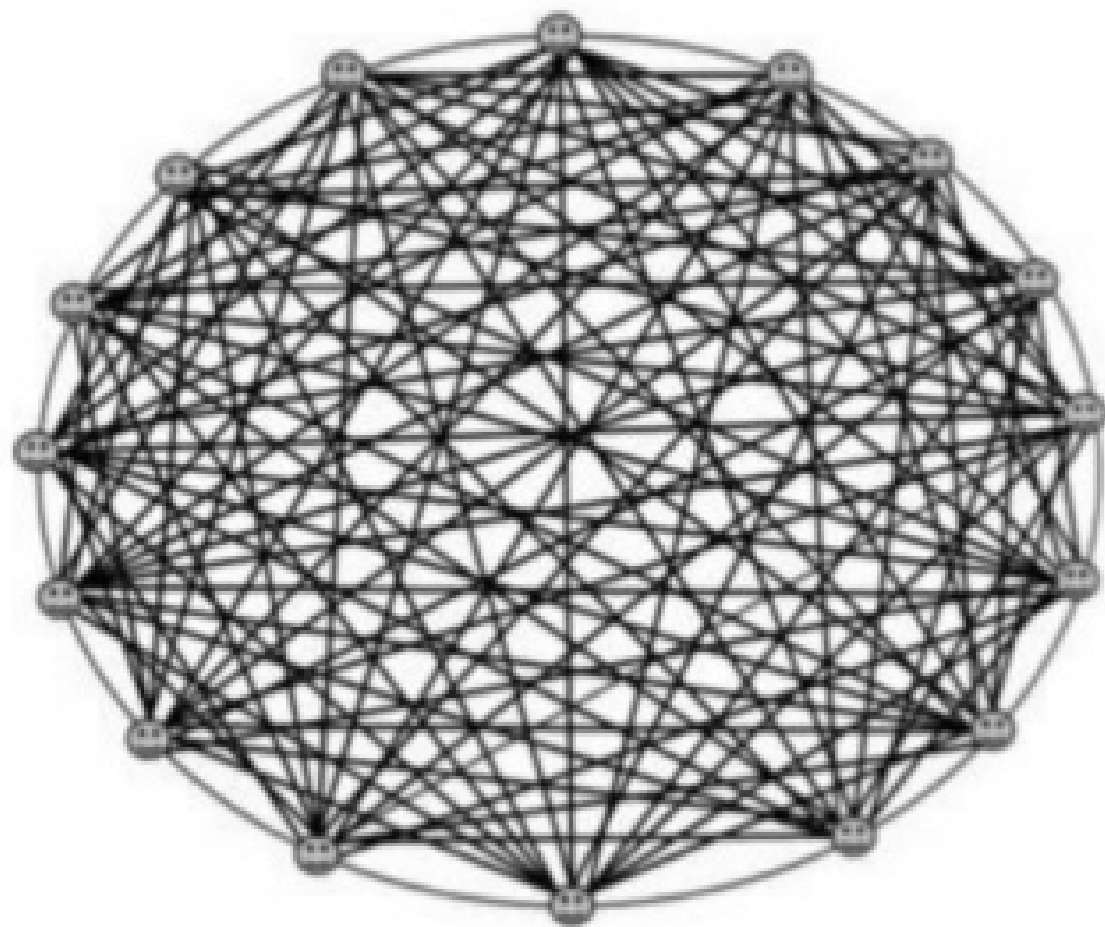
NUMBER OF TIER ONE CONNECTIONS

$$16 \times 16 = 256$$

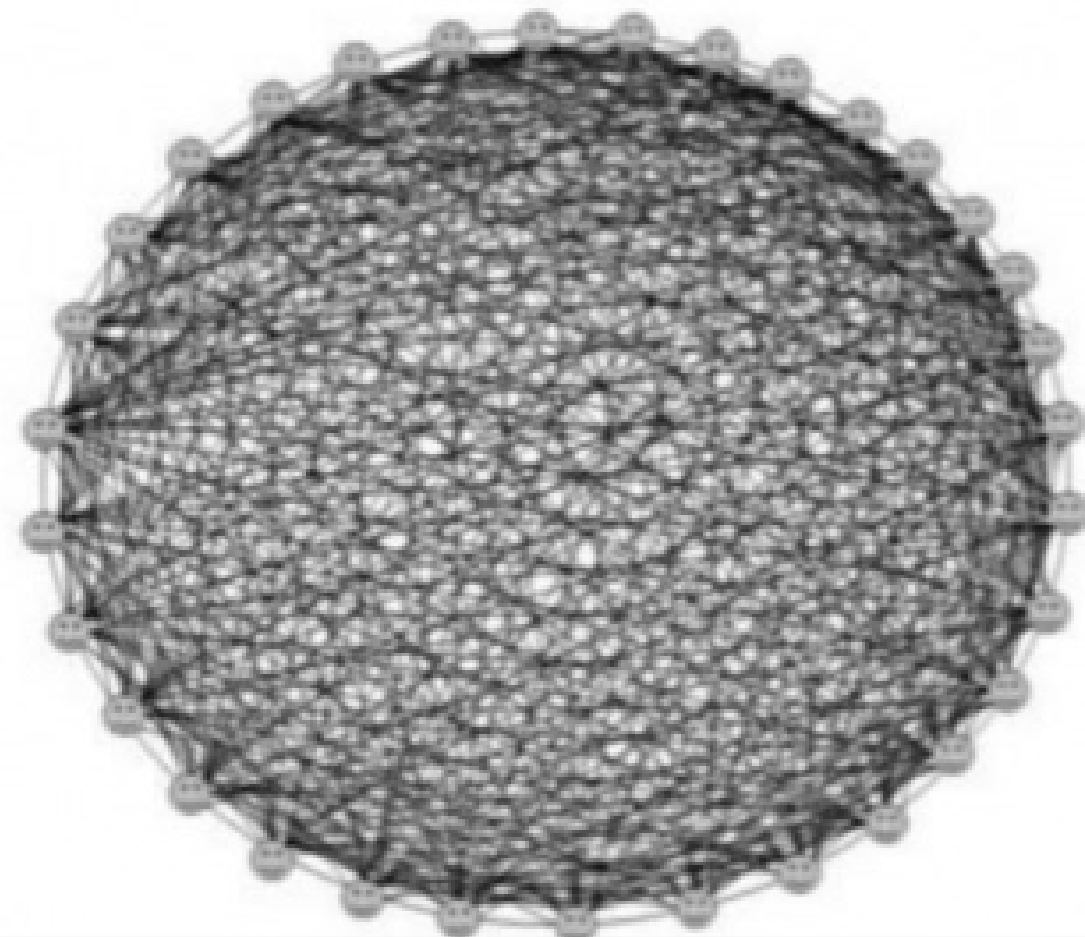
$$20 \times 20 = 400$$

$$32 \times 32 = 1,024$$

16 Members
256 Connections



32 Members
1,024 Connections



NUMBER OF TIER TWO INDIVIDUALS

$$16 \times 150 = 2,400$$

$$20 \times 150 = 3,000$$

$$32 \times 150 = 4,800$$

NUMBER OF TIER TWO CONNECTIONS

$$16 (150) \times 16 (150) = 5,760,000$$

$$20 (150) \times 20 (150) = 9,000,000$$

$$32 (150) \times 32 (150) = 23,040,000$$

$$40 (150) \times 40 (150) = 36,000,000$$

DOUBLE THE MEMBERS
and you
QUADRUPLE THE
CONNECTIONS

GROUPS UNDER 25 MEMBERS

**Spend 80% of their time
inviting and recruiting.**

**20% of their time
building relationships
& generating referrals.**

**Generate \$12,000 a year
per member, on average.**

**For a group of 20 that's
\$240,000 in closed business.**

GROUPS OVER 25 MEMBERS

**Spend 80% of their time
building relationships
& generating referrals.**

**20% of their time
inviting and recruiting.**

**Generate \$34,000 a year
per member, on average.**

**For a group of 25 that's
\$850,000 in closed business.**

**For a group of 30 that's
\$1,020,000 in closed business.**

**For a group of 40 that's
\$1,360,000 in closed business.**

**That's 3x
the number of
REFERRALS**

**That's 3x
the number of
CLOSED BUSINESSES**

**\$34,000 a year
is only an AVERAGE.**

**Imagine if that number is
\$50,000 a year.**

Contact Spheres



Bigger Contact Spheres means referrals benefit more than one member.

Who is in your Contact Sphere?

**Who could be added to make
your Contact Sphere better?**