

**BONUS
#2**

30-DAY NETWORKING CHALLENGE

WORKBOOK



**BUILD RELATIONSHIPS
THAT MULTIPLY
OPPORTUNITIES**



**CONNECT
WITH PURPOSE**



**COMMUNICATE
WITH IMPACT**



**ADD VALUE
CONSISTENTLY**



**BUILD TRUST
THAT LASTS**



**CREATE MORE
OPPORTUNITIES**



MEET



CONNECT



ADD VALUE



COLLABORATE



MULTIPLY

OLA-VINCENT

Companion Workbook to The Capital Multiplication System™

Introduction

One of the greatest misconceptions about wealth is that it is created in isolation.

It isn't. Opportunities often arrive through trusted relationships. Throughout *The Capital Multiplication System™*, social capital is presented as the trust, goodwill, influence, and access developed through genuine relationships and not superficial popularity.

This workbook is designed to help you intentionally strengthen your social capital over the next 30 days. Not by collecting business cards but becoming the kind of person people remember, trust, recommend, and enjoy helping.

Before You Begin

Commit to these five rules:

- I will give before I ask.
- I will listen more than I speak.
- I will keep every promise I make.
- I will treat everyone with respect.
- I will look for ways to solve problems.

Signature

Date

Your Networking Baseline

Rate yourself from 1–10.

Statement	Score
I meet new people regularly.	_____
People recommend me.	_____
I stay in touch with contacts.	_____
I follow up after meetings.	_____
I intentionally help others.	_____
I maintain a positive reputation.	_____
Total Score	_____ / 60

Networking Profile

Use this as an example and draw your own networking profile based on your scores.

My Networking Goals

MY NETWORKING GOALS	
By the end of 30 days, I want to:	
☐	Meet _____ new people
☐	Reconnect with _____ old contacts
☐	Attend _____ networking events
☐	Help _____ people
☐	Receive _____ referrals

Personal Relationship Inventory

PERSONAL RELATIONSHIP INVENTORY

[illegible]

My Dream Network

Who would you like to know?

Name

Industry

Why?

First Step

30-Day Networking Challenge

Week One – Reconnect

Day 1

Call someone you haven't spoken to in six months.

Reflection

Day 2

Send a genuine thank-you message.

Reflection

Day 3

Introduce two people who could benefit from knowing each other.

Reflection

Day 4

Comment thoughtfully on someone's LinkedIn or social media post.

Reflection

Day 5

Invite someone for coffee, lunch, or a virtual meeting.

Reflection

Day 6

Offer to help someone without expecting anything in return.

Reflection

Day 7

Review your week.

Biggest lesson

Greatest opportunity

Week Two – Expand

Daily Challenges

- ☐ Attend one professional event.
- ☐ Join one business association.
- ☐ Join one online professional community.

- Introduce yourself to three new people.
- Learn five people's names.
- Ask meaningful questions.
- Follow up within 24 hours.

Weekly Reflection

What conversations inspired me most?

Who should I follow up with?

Contact Tracker

Contact Tracker

Week Three – Add Value

Remember: People remember those who solve problems.

Challenge yourself to:

- Recommend a useful book.
- Share an opportunity.
- Introduce someone to a client.
- Recommend someone's business.
- Volunteer your expertise.
- Mentor someone.

Value Tracker

[illegible]

Reflection

How did helping others make me feel?

Week Four – Build Trust

We have established that trust is the foundation of social capital and a source of future opportunities.

Complete these daily actions.

- ☐ Arrive early.
- ☐ Keep every promise.
- ☐ Return calls promptly.
- ☐ Send thank-you notes.
- ☐ Celebrate someone else's success.
- ☐ Apologise where necessary.
- ☐ Encourage someone.

Reputation Checklist

REPUTATION CHECKLIST		
STATEMENT	YES	NO
I keep appointments.	☐	☐
I reply promptly.	☐	☐
I honour commitments.	☐	☐
I admit mistakes.	☐	☐
I consistently add value.	☐	☐

Conversation Planner

Before every networking meeting

Person?

What do I know about them?

Questions I will ask

- 1.
- 2.
- 3.

Ways I can help

Follow-Up Planner

FOLLOW-UP PLANNER

[illegible]

Referral Tracker

Who Referred Me	Opportunity	Result
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Networking Journal

Today's best conversation

Most interesting lesson

Person I should reconnect with

Weekly Scorecard

WEEKLY SCORECARD					
WEEK	NEW CONTACTS	FOLLOW-UPS	PEOPLE HELPED	REFERRALS	RATING (/10)
 WEEK 1					
 WEEK 2					
 WEEK 3					
 WEEK 4					

My Top 25 Relationships

Name

Industry

Phone

Email

Last Contact

(Continue until all 25 are listed.)

90-Day Relationship Plan

90-DAY RELATIONSHIP PLAN

[illegible]

Final Reflection

What surprised me most?

Which relationship became stronger?

What habits will I continue?

My Networking Declaration

MY NETWORKING DECLARATION

I understand that relationships are investments,
not transactions.

I will add value before asking for favours.

I will become known for integrity.

I will honour people.

I will keep learning.

I will serve generously.

I will build trust patiently.

I will become a multiplier of opportunities
through relationships.

Signed

Date
