



Profile of the Best Prospective Members of Leading With Courage Networking

Qualities of LWCN Members		
Ideal Qualities	Need to Have Qualities	Nice to Have Qualities
10 or more years of experience in their profession	✓	
Average or above level of emotional intelligence ¹	✓	
Follows through on commitments including attending 2 out of 3 meetings per quarter	✓	
Shows up on time for meetings, delivers projects on time, etc.	✓	
More humble than arrogant; able to keep their ego in check	✓	
Passionate about what they do	✓	
Values LWCN as much as other networking groups – understands how LWCN complements them	✓	
More than comfortable with an all-virtual format and the associated technology	✓	
“Gives” as much as expects to “receive”		✓
Loves making introductions – not because they “have” to but because they “want” to		✓
Members of their network skew towards decision makers in mid-size companies and organizations		✓
Life-long learner		✓
Enjoys understanding people and challenges outside of their industry and area of expertise		✓
Self-aware of their strengths and weaknesses		✓
Active participant in groups, discussions, etc.		✓

¹ Emotional Intelligence (EI) is a set of skills that help us better perceive, understand and manage emotions in ourselves and in others. Collectively they help us make intelligent responses to, and use of, emotions. These skills are as important as our intellect (IQ) in determining success at work and in life. Emotions influence, both productively and unproductively, our decisions, behavior and performance.



Ideal Introduction

I'd like to introduce you to Leading With Courage® Networking (LWCN), a new, all-virtual B2B networking group for trusted advisors with 10+ years of experience. I instantly thought you might find it of interest based on our recent conversation. What I particularly like about LWCN is how all the members have average or above levels of emotional intelligence, the networking is kept fresh by regular reshuffling of the groups, there's exclusive access to Subject Matter Experts, and I don't have to spend precious time traveling to and from meetings.

You can connect with Lee Eisenstaedt, the founder of LWCN, at (262) 412-4710 or Lee@LWCNetworking.com. If you want to check out more about LWCN's features and benefits, visit www.LWCNetworking.com.