



Strategic Power Networks™

Lead From the Top of Your Game

A Strategic Power Network is an enlightened, influential web of relationships you design in support of a specific strategic initiative you want to lead.

Scan for openings through which you can push forward, scouting for the weak ties that are critical to your success and steering toward the result over and over again.

Master the art of spending your social capital at the right moment for maximum impact.

Step 8:
Scan, Scout, Steer



Are you astute about who has *what* power to influence at *what* time? Weave and morph a web of influence as achievement and milestones occur.

Step 7:
Spend Social Capital

The Velcro Rule: Relationships that are weak can still be very useful. You need more weak ties than strong ones to accomplish your goal.

Step 6:
Weave a Web of Influence

Put yourself where you will bump into strangers; learn how to engage with them in 30 seconds and prime them so they'll want to take your call the next day.

Step 5:
Increase Weak Ties

A board of personal advisors and mentors who have relevant social capital that you can borrow to launch and sustain your initiative.

Step 4:
Master the Art of the Deep Bump

Your personal context is your belief system, your inner game. It puts boundaries around everything you think and do. Does your current context support or hinder achieving your "Blue Flame"? Trade up to one that works.

Step 3:
Create Your Inner Circle

Ask yourself: Who among the people I know values me and my ability to achieve this strategic initiative? How much relevant social capital have I built up with them? Can it be spent to launch my initiative?

A 'Blue Flame' where your passion and ability come together.

Step 2:
Reveal Your Context - Trade Up

Start Here

Step 1:
Embrace Your Power Source