



ORANGE PARK MEMBER RESOURCE

Your 30-Day Connection Plan

Turn attendance into a useful routine for relationships, learning, and measurable follow-through.

Put this into practice

- ✓ Define your ideal customer and one current business problem you can help solve. Replace broad labels with a vivid example.
- ✓ Prepare a 30-second introduction: who you serve, the situation you solve, and one specific referral trigger.
- ✓ Schedule two one-to-one conversations each week. Ask about the other person's business before making your own ask.
- ✓ Give one useful connection, answer, or resource when it is genuinely relevant. Keep the recipient's consent central.
- ✓ Track conversations, introductions, follow-ups, and learning. Review quality rather than counting business cards.

Use these words

I help [specific customer] when [trigger] by [plain-language service]. This month I would especially value an introduction to [specific type of person].

What type of customer is easiest for you to help well, and what would tell me it is the right time to introduce you?

Write your own version

My best-fit customer or member: _____

A clear situation that tells me to act: _____

The first step I will take this week: _____



Make it repeatable

Use this page as a short working sheet. Assign a next step before the conversation ends.

Before you share or recommend

- ✓ Do I have a specific ask that another member can remember?
- ✓ Have I learned how each person prefers to receive introductions?
- ✓ Did I follow up promptly after a meeting?
- ✓ Am I reciprocating through useful, relevant help rather than forced trades?
- ✓ Can I name the next action for each active relationship?

Your next 30 days

- ✓ Week 1: Write and test your introduction with one member.
- ✓ Week 2: Complete two one-to-one meetings and record referral triggers.
- ✓ Week 3: Make two helpful follow-ups or permission-based introductions.
- ✓ Week 4: Review your tracker, thank contributors, and set next month's focus.

Track the outcome

People I contacted: _____ Useful introductions: _____ Follow-ups completed: _____

One thing I learned this month: _____

My next specific ask: _____

Further reading

U.S. Small Business Administration, Build Your Business Through Networking:
sba.gov/blog/2018/2018-11/build-your-business-through-networking/

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