

THE BILLIONAIRE MONEY RULES

HOW TO JOIN THE RANKS OF THE SELF-MADE SUPER RICH



Billionaire Money Rule #5: Connect for Profits and Results

GUIDELINES FOR IMPLEMENTATION

Nodal networking, although characteristic of the self-made Super Rich, tends to be a much more involved and complicated approach to building alliances than what many networking pundits promote. Because it is more complicated, it is more difficult to enact. However, the results can be astoundingly powerful. Be aware of a few key ideas and concepts to make the nodal networking process most effective.

Guideline 1: Learn who are the friends of your friend.

Your strategic partners are nodes of your network with well-developed and powerful networks of their own. Because they're your strategic partners, you can favorably access their networks. Hence, you can work through an array of contacts to attain a desired result.

Wealth creation implication

In deciding which people are a part of your nodal network, develop a deep understanding of the depth and breadth of their professional and personal networks. Just as important, recognize the ways you can leverage their relationships.

Guideline 2: Build your bench strength.

Even when you have your handful of strategic partners set, motivated and supportive of your efforts, be on the lookout for possible replacements. It's very probable that one or more of your current strategic partners will not deliver and you will need to replace that individual in your nodal network. To save time when that happens, it's wise to always be auditioning understudies.

Wealth creation implication

Consistently re-evaluate the viability of your strategic partners. At the same time, continually scan for new potential strategic partners. You should always be working to maintain if not upscale your nodal network.



Guideline 3: Master N.E.X.T.

This acronym is for *Never Extend eXtra Time*. Apply this concept beginning when you are deciding on a potential strategic partner, and continue throughout the relationship. If the person you're evaluating as a strategic partner does not match up the way you need, think, "N.E.X.T." The self-made Super Rich seek out the right strategic partners as opposed to trying to convince wrong, but otherwise excellent, candidates.

Wealth creation implication

Work to develop a set of criteria to which you strongly adhere. Doing so will enable you to avoid being enveloped by people's self-inflated value of themselves and your own wishful thinking. This will help you quickly walk away from less-than-worthwhile, let alone optimal, people