



## 19 Keys to Success Course Transcript

### Success Tip #1: Networking With A Twist

This is Jackie Jackson from The Jackie Jackson Show! Or, you may know me from Jackie Buys Homes as a real estate investor. Well, I am a business coach, mentor and entrepreneur and I am so happy to be able to share 19, that's right, 1-9, diecinueve for all my Hispanic friends, I love you guys – 19 different success strategies that have worked for me as well as my clients. So, I am going to share these 19 success strategies with you, so that you can convert your purpose, your passion, into profit, and that's what it's all about right? Being the most prosperous as possible for yourself and for your family. So, with no further ado, let's share the first of the 19.

So the first strategy is to actually network – to share with others exactly what it is that you do, but you share with a purpose, and the purpose is to actually understand what the other person wants. Now, I know that I just said share what you want, but I want you to first understand that in order to get what you want, you must first understand what the other person wants.

So networking is a strategy that I use to make friends and to understand what the other person's needs are before I even share anything about my needs. And what does that do for me? That positions me as a problem-solver – someone that can find a solution to the other person's needs- whatever it is that they need. Right? So now you have positioned yourself to actually be more successful in your relationship development by networking with that other person – by finding out what's in it for them.

Alright, so you first want to understand what's in it for them before you begin to find out what's in it for you. Alright, well now you're like "Well Jackie, that's a waste of my time". No it isn't! No it isn't! Everybody wants something. The other person who you are networking with knows that you want something too. It's all about how you position yourself and what it is that you say and how you say it that is going to get you that sale. So listen first before you start diving down to the other person and you know, bombarding them and shoving what you do onto them, listen to what they want first, and then you will be able to be successful in strategizing how you are going to position yourself to help them and make that sale.

Alright, stay tuned for tip #2.