



**VIRTUAL**  
INGENUITY, LLC

# Building a Network

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## Show Notes

In this episode of The Virtual Ingenuity Business Podcast, Claudine Land, Business Strategist of Virtual Ingenuity, LLC, and Daniel Andrews, Business Coach of DanielPatrickAndrews, discuss how to stop “networking” and start building true Networks.

Daniel Andrews is a native of Columbia, South Carolina where he currently resides after an absence of 13 years. He owns two businesses currently, one creating and convening a total of four business-growth communities. Two are local to him and meet monthly, in person. The other two are national in scope and meet digitally once a month. The other business involves supporting people with a road map and guiding them along the path from casual business card exchange to profitable referral relationships. Fundamentally, he shows businesspeople how to STOP “networking,” and START building true Networks. This is his fourth career; he’s been successfully self-employed for 35 years (49 if you start with the lemonade stand in first grade).

Listen to the conversation as we discuss the difference between lead and networking groups. Learn how to establish trust, build relationships, and ask specific questions to get the results that you want.

### **For individuals who are not networking:**

- What is your definition of “networking”?
- Why are so many people bad at networking? How can I overcome my shyness?
- Are there groups that I should join? What about a leads group? What are the pros and cons?
- How can I create a successful elevator pitch to get the results that I want?

**For individuals who are networking, but need more guidance:**

- Why isn't "networking" getting me the results I want?
- How can I enjoy networking more?
- How do I choose the better places to network?

**For both groups of individuals:**

- How can I get referrals from people that aren't customers?
- How can I get more referrals from customers?
- How do I get people who are friends to do business with me?

We close by asking Daniel if our listeners could have one take-a-away from what we talked about today, what is that one takeaway, and what is the one piece of advice he wished someone had given him when starting his latest business.

Learn more about Daniel Patrick Andrews:

- Website: [www.DanielPatrickAndrews.com](http://www.DanielPatrickAndrews.com)
- LinkedIn: <https://www.linkedin.com/in/niasoutheast/>
- Facebook: <https://www.facebook.com/DanAndrewsNIA>
- Pinterest: <https://www.pinterest.com/danielpandrews/>
- Scheduling link: <https://tidycal.com/danielpandrews>

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