



# THE TOP 5 WAYS TO BUILD A **WORLD-CLASS NETWORK**

THAT CAN SOLVE ANY BUSINESS PROBLEM

WHERE TO FIND THE RIGHT PEOPLE AND  
HOW TO BUILD A RELATIONSHIP WITH THEM

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# PUT YOURSELF IN THE RIGHT ENVIRONMENT



I believe the environment that you are in dictates your performance heavily and that the growth rate of your company won't exceed the growth rate of your support network.

All of your leverage comes from your team and your network. Internally, that's your employees, and externally, that's associates, mentors, contractors, suppliers, et cetera.

If your team doesn't grow, the company is going to hit a plateau. It's going to hit a cap on how much you can expand. The same is true of your network.

***"You are the average of the five people you spend the most time with."***  
***Jim Rohn***

STEP 01: WHAT ARE THE OUTCOMES YOU WANT?

STEP 02: WHAT ARE THE OBSTACLES THAT ARE PREVENTING YOU FROM GETTING THOSE OUTCOMES?

STEP 03: WHO DO YOU KNOW THAT HAS PRODUCED THE RESULTS YOU WANT CONSISTENTLY?

### NUMBER 1

# YOU CAN BUY IT

Unless you are extremely lucky, getting mentored for free by a billionaire just isn't going to happen. The easiest and fastest way to get mentored by someone is to buy their time.

### EXAMPLE

Keith J. Cunningham is a mentor that I reference often. You'll find him referenced in my books several times. I've paid Keith Cunningham multi-six figures of cash over the last ten years. I haven't added it all up, but I know I'm getting close to spending seven-figures for access to his mentoring, workshops, mastermind programs and his direct one-on-one mentoring.

It has been worth it to me to have access to somebody that has built a hundred-million-dollar net worth, lost it all and then made it back again. It helps me see my blind spots. He helps me see if I'm about to do something stupid and avoid making big mistakes. He also helps me see opportunities that I may have missed.



### NUMBER 2

# JUST ASK FOR IT

That's right, just ask for it. You never know when someone might just say yes.

## EXAMPLE

I've never historically ventured significantly into commercial property, but I see an opportunity right now in the marketplace for serviced office space so I'm investing in that space. I went to a few local competitors before I bought a building to do some research and found a place called 1 Mill Street in Leamington Spa and it is an amazing place.

I did a bit of homework and I found out who the owner is. His name is Nigel Shanahan. When I was doing my homework on Nigel, I found out that he'd exited a company for fifty-eight million dollars in cash and I thought, wow, what an amazing guy that has expertise about serviced office space. He's achieved an outcome. He's produced a result that I want to produce.

Guess what I did to connect with him?

I sent him a LinkedIn message and told him I'm working to do something similar to what he did with 1 Mill Street and I'd love it if I could buy him a coffee. In less than an hour, he'd responded saying he was happy to meet me. A week later, we sat down and met. Now we have developed a relationship.





### NUMBER 3

# ADD VALUE FIRST

Adding value first is an excellent way to build your network and it can be easier than you think.

## EXAMPLE

One of my first real mentors was Andy Harrington. With Andy's mentorship, I became an expert on the training industry.

The way I built a relationship with Andy was by volunteering at one of his NLP Practitioner programmes. By volunteering at his events, I let him see me as valuable, which led to building a relationship with him. Subsequently he ended up offering me a job.

We developed a very beneficial relationship. I got paid and at the same time, I got to develop myself and my core skillset. I got there by doing step number three, which is adding value first.



### NUMBER 4

# CREATE CONNECTIONS BETWEEN PEOPLE

Sometimes a connection cannot be created in a transactional way, so you must find another way to create a deeper bond with people.

## EXAMPLE

I took skiing lessons and learned how to ski specifically so I could go on a skiing trip with a group of entrepreneurs in Aspen several years ago.

Sidenote: I ended up having to go to hospital to get my arm stitched up so I obviously didn't learn well enough.

The point is, I was creating an environment to create connections between people. On that trip, I introduced people that I knew could help each other and I was introduced to people that could help me. It was done through a bonding experience with a group of like-minded people.



## NUMBER 5

# ATTEND EVENTS WITH A COMMON PURPOSE

Are you going to business events? I don't mean networking. I mean, are you going to seminars, workshops, trainings, masterminds? The kind of events where people get together with a common purpose.

## WHY IS THIS IS SO IMPORTANT?

The "Mastermind Alliance" concept (or "Mastermind Groups" as we call them today) was first introduced by Napoleon Hill. Hill wrote about the mastermind principle as:

*"The coordination of knowledge and effort of two or more people, who work toward a definite purpose in the spirit of harmony."*

*No two minds ever come together without, thereby, creating a third, invisible, intangible force which may be likened to a third invisible mind."*

*- Napoleon Hill*

**I CAN'T DIRECTLY HELP YOU WITH 1-4  
BUT KEEP READING TO FIND OUT HOW I  
CAN HELP YOU WITH NUMBER 5**





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FEED OFF THE SUCCESS AND KNOWLEDGE OF OTHER BUSINESS OWNERS

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These meetings consist of highly successful business owners (no start-ups allowed). The participants of this mastermind feed off each other's success and knowledge every quarter in an environment specifically designed to promote critical thinking, remove distractions, and breed success.

Within this elite group, each person is held accountable to continually improve their business, which creates a competitive environment that ignites and restores their drive and motivation to an all-time high.



**If You're Cut from The Same Cloth and Want to Rub Shoulders with Other World-Class Entrepreneurs, Then You're Invited**

*We invite a small handful of guests to come along and experience a Success Mastermind meeting for themselves before deciding whether to commit to the programme. If you are interested in knowing more about this exclusive group,*

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