



PRODUCTIVITY STRATEGIES FOR GETTING MORE DONE FASTER, BETTER & EASIER

FROM **ALEX MANDOSSIAN**

NETWORKING

The quality of your life is largely determined by the quality of your relationships

How do you boost your productivity when networking?

The quality of my life is largely determined by the quality of my relationships, and the quality of my relationships is determined by how well I network.

I network with friends. I even network with family members, and I definitely network with business consultants, coaches, friends, strategic alliance partners, and almost anyone you can think of at a seminar, an intensive or an ice breaker.

If you want to boost your productivity at a networking event, then I want you to take advantage of this tip, which has three parts — **know the questions and answers to the triologue.**

- **What is a triologue?**

I'm sure you've heard of a monologue. That's kind of what I am doing right now. A dialogue is if you comment on these tips you're reading. That's a dialogue.



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A trialogue to me is when you have three people talking and connecting, as well as putting people together

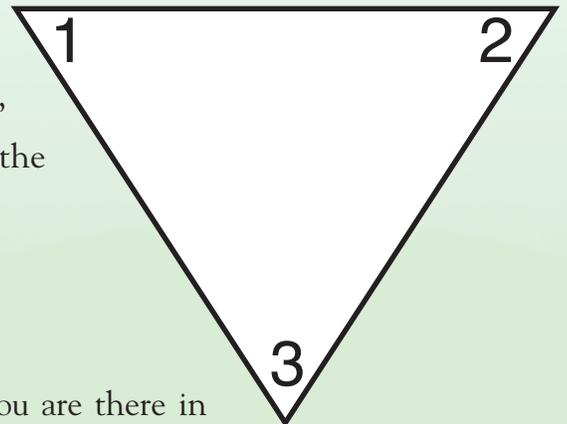
A trialogue to me is when you have three people talking and connecting, as well as putting people together.

Trialoguers are givers. Trialoguers seek to understand and then be understood. That is a Dr. Stephen Covey tip, and one of the habits of *The 7 Habits of Highly Effective People*.

Let me show you how a typical trialogue works. This is something I came up with many years ago when I was seeking to connect people. It's very simple.

Imagine a triangle, and the triangle has the base upside down. In other words, it is one of these:

You have person number one at the top of one side, and person number two on the top of the other side.



Are you with me so far?

And at the bottom point, you are there in the third position. It's an upside down triangle with the base at the top, almost like a funnel.

Let's say you approach person number one and find out that they are looking for prospects that are stay-at-home moms.



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*Circulation is
how
trialogues
work*

Person number two is a stay-at-home mom looking to start her own business. Person number one teaches stay-at-home moms how to start their business, and the stay-at-home mom is looking for a teacher or trainer doing just that.

If you've met both of them and they haven't met each other, your job is to connect them. That is position number three; that's the triologue position. When you connect them, go through three questions. I'm going to go over those three questions in just a bit.

When you give first, give twice as often. You don't give twice as often because you're benevolent, but give twice as often to be self-serving to yourself. Most people are not good receivers. One out of two people you give to may not receive that, and therefore you won't accelerate and circulate the triologue.

Circulation is how trialogues work. Your body circulates blood, and that's how you live. The economy circulates money; that's how it lives. The Earth circulates natural resources, and that's how it lives.

Here are the three questions in the triologue, and I'll show you how to connect those other people.

◆ **Question #1: What do you do?**

When you come up to someone at an event or seminar, or if there is someone you're meeting for the first time in a



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In order to create a triologue, you must know who others' ideal prospects are

business context, just ask them, “What do you do?” Just listen to what they have to say.

◆ **Question #2: Why are you here?**

You don't have to be this blunt, but that's the spirit of the question. “What brings you here?” or “Why are you here?” or “What's the context of you being in this room?”

◆ **Question #3: Who is your ideal prospect?**

In other words, “If I met an ideal prospect of yours, how would I know I'd met him or her?”

Basically, if I'm talking to the first person in the original example, I say, “What do you do?” This person would say, “I teach small business tactics to stay-at-home moms.”

“Why are you here?” is my second question, and the person might say, “I'm here to look for stay-at-home moms and do joint ventures.” Then, I ask the third question, “Who is your ideal prospect?” He would say, “Stay-at-home moms.”

So as I am milling around and circulating in the room — as I never clot in any one area of the room, and I hope you won't either — I find someone and ask that person, “What do you do?” Let's say she says, “I'm a stay-at-home mom.”



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A prospect is not just someone who is going to buy from you, but can be a strategic alliance partner or a teacher

“Why are you here?” She says, “I’m here to learn business practices on how to start up a business from home because my kid are getting older, and I want to bring an additional income to my family.”

“Who is your ideal prospect?” Here’s the key thing about prospecting. A prospect is not just someone who is going to buy from you. A prospect can be a strategic alliance partner or a teacher — many people are prospecting for me, for me to be their teacher.

Her ideal prospect, if she knows how to play the trialogue game, would be someone who can teach her how to start a business from home with all of the responsibilities and activities and productivity aligned with being a stay-at-home mom. That’s tough. I mean my wife is the CEO of our household, and that’s a much tougher job than I have.

I put those two people together, position number one and number two. They get together as a result, and I have just conducted and consumed into a trialogue. The reason I say consumption is because you’re really consuming that trialogue. You’re circulating these folks, and you’re giving.

People ask me all the time, “Alex, what if everyone is in a number three position? What would happen?”

If you’re constantly giving and giving twice as often because most people are not good receivers, here’s what would happen worldwide —



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Find out from as many people as you can what they do, why they're there and who their ideal prospect is, and then connect and circulate

world peace, literacy, and we would never have a recession. That's because it would constantly be circulating again and again.

I know what I give will always come back to me, not necessarily from whom I gave or what I gave to, but somehow it circulates karmically. It just naturally drips back into my corner and my business and my personal life.

That is the triologue game, and I hope you play it. Use those three questions: "What do you do?" and "Why are you here?" and "Who is your ideal prospect?"

"The ark was built by amateurs and the Titanic by experts. Don't wait for experts."

- Murray Cohen

When you triologue, just find out from as many people as you can what they do, why they're there and who their ideal prospect is, and then connect, circulate, and watch what happens to your network. It will exponentially grow.

My name is Alex Mandossian, and this productivity tip is to help you to get more done faster, better and easier with a lot less human effort as you grow and accelerate the growth of your business network.

All good wishes.



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EXPERTS ARE RAVING ABOUT ALEX

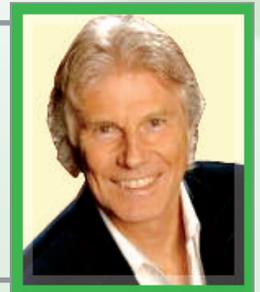


“Alex, you are amazing!! Thanks for everything you’re doing. I’m very excited about the impact you can have on my business.”

Jim Loehr

“Alex, your story is an inspiring one, full of devotion, hope, intention, clarity, hope courage and keys. I loved our time together. I ended with a big ‘to be continued’ inside of me. You do wonderful work!”

Terry Tillman



“I was so taken back by the way I heard people talking in little groups about how much they value your knowledge, how much they believe in what you do and how you have built a real following. They really love you, Alex, and now I see why.”

Jay Niblick
