1. **Start with the 3 Golden Questions:** How Can I Help You? What other Ideas do you have for me? Who else do you know that I should talk to?

2. **If you’re not succeeding, you may be in the wrong room.** Don’t get stuck looking for love in all the wrong places.

3. **Your problem is someone else’s solution.** Money, Ideas and Opportunities are attached to other people.

4. **Measure relationships not by Net-Worth, but on their integrity.** Do they have a good head, a good heart and a good gut?

5. **Strangers are dangerous is a fallacy.** Watch for warning signs, but this doesn’t work when you are an adult.

6. **People must know you, like you and trust you before sharing valuable social capital.** Your network is golden, use it wisely.

7. **Don’t get lost in the crowd.** A robust, wide and deep network will make you stand out in a crowd.

8. **Introductions are your most valuable resource.** Use them to create win-win value proposition for both parties.

9. **Keep the Rule of 2:** Give favors twice before asking for one.

10. **If you can only remember one rule: Engage in small acts of kindness.** A seemingly small act for you can have enormous impact.