



Your Support Network

WORKBOOK



Let's Talk Referrals™
Making Referrals a Reality!

Your Support Network

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INTRODUCTION

“It’s not what you know; it’s who you know.”

We have all heard people say this. While it might be trite or cliched, there is a LOT of truth wrapped up there.

The saying doesn’t paint the entire picture, though. It isn’t just about **who** you know – it’s about how the people you know **support you**.

Having a supportive network of people you can rely on is one of the biggest determining factors of success.

Sure, you hear about the lone wolf who pulled themselves up by the bootstraps, went it alone, and ultimately succeeded. While that makes an inspiring story, even those people likely had a few confidants to lean on.

Building - and more importantly - maintaining your support system will help you in multiple areas of your life. There is no downside! Your support network is out there waiting for you.

Let’s get started!

WHAT DO YOU NEED?

When you read the introduction, your first thoughts were probably “OK, who do I want to be in my support network?”

That is a perfectly normal thought, but it isn’t where we suggest you start.

Instead of focusing on the people in your life, start by focusing on yourself.

What kind of support do **you** need? What are you looking for in a support network? What are you trying to accomplish?

If you don’t know **what** you need, how will you know **who** you need?



What Areas of Life Do You Need Support?

Check off all areas that you need support in.

There is also room for you to write in areas that we didn't mention.

- Relationships
- Career
- Finance
- Health
- Spirituality
- Personal Development
- Fun/Recreation
- Family
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____



What Kind Of Support Do You Need?

What kind of support do you need in life? Think about where you might be lacking. For example, you may have plenty of friends to spend recreation time with, but you need more people to support you on a deeper emotional level.

- Emotional
- Financial
- Informational (advice, suggestions)
- Help doing specific things
- Honesty
- Encouragement
- Acceptance
- Accountability
- Companionship
- Guidance
- _____
- _____
- _____
- _____
- _____



Skills You Need to Complement Your Own

One of the best ways to address your support network is to find people that complement your existing skills.

When you do this, you can focus on your strengths, and lean on your support network to address your weaknesses or lack of skills.

Think of any skills that you completely lack or seriously struggle with.

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
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- _____





WHAT DO YOU BRING TO THE TABLE?

Remember, building your support system is only the first step. You also need to maintain these relationships. One of the best ways to accomplish this is to give as much support as you receive.

We are all valuable in our own ways, and each of us has something to offer others.

What do you bring to the table?

Brainstorm all of the skills, personality traits and otherwise helpful aspects of your personality that you can think of. There are no wrong answers, so just jot anything down.

If you are having trouble with this task, ask your current friends and family what they value about you.

- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____
- _____





THE SUPPORT NETWORK - WORKBOOK



WHO IS ALREADY IN YOUR LIFE?

Some people get overwhelmed thinking about building their support network. The reality is, most of the people are likely in your life already. You probably aren't going to need to find an entirely new circle of friends.

In this exercise, you will think of people already in your life that can offer you support. Consider what kind of support they could offer and think about what you might offer them as well.

Name	Support They Can Offer	Support I Can Offer Back



THE SUPPORT NETWORK - WORKBOOK



YOUR SUPPORT SYSTEM

Now it is time to put the rest of this workbook altogether and create your ideal support system.

Think about what you need, and who is in your life already. Consider what these people could offer you, but also what you could offer them in return.

Include contact info as well. Think about the most likely way you would contact them. You might include a phone number for a close friend in your neighborhood, but you might want to include FB Messenger info for a virtual/online friend.

Name:	
What They Offer:	
What I Offer Them:	
Contact Info:	

Name:	
What They Offer:	
What I Offer Them:	
Contact Info:	



Name:	
What They Offer:	
What I Offer Them:	
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Name:	
What They Offer:	
What I Offer Them:	
Contact Info:	



CONCLUSION

Working through a simple workbook isn't going to magically create and maintain your support system.

It does give you a heck of a head start though!

Now that you have completed it, you should know exactly what kind of support you need, as well as some people in your life who may offer it. You also figured out what you can offer back, because reciprocation is a huge part of maintaining your relationships.

Remember: Standing on your own two feet is important, but we can all use a shoulder to lean on once in a while. Hopefully this workbook will help you find those shoulders.

Thanks for reading, all the best on your search a **success support system**.