

Before and after score sheet

The same four statements, scored at the start and at the end.

What moved

STATEMENT	BASELINE	FINAL
1. I can name the people whose support would genuinely move my career forward.		
2. I can start a conversation with someone senior without rehearsing it in my head first.		
3. I follow up after a good conversation instead of letting it fade.		
4. Someone with real influence has seen my work and would put my name forward.		

Look at the gap between the two columns before you read anything else. That movement came from work you did: your circle mapped, real conversations started, follow-ups actually sent, a path toward someone who can advocate for you. Not from going to more events or forcing yourself to "network." From treating your relationships as something you build on purpose, a little at a time.

Keep it running

One habit, not ten: the monthly relationship check. Twenty minutes, once a month, with your circle map open. Note who among your three has gone cold, send each of them one small touch with no ask attached, and look for anyone new who's seen your work or moved into a room that matters. That's the whole maintenance plan. Relationships you tend stay warm; relationships you leave alone quietly fade. If you keep one thing from this playbook, keep this.