

GAINS Exchange Profile

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| Goals | Goals | |
| <p>Goals are the business or personal objectives you want or need to meet for yourself or the people who are important to you.</p> <p>You need to define your goals and have a clear picture of the other person's goals. The best way to build a relationship with someone is to help them achieve their goals.</p> | | |
| Accomplishments | Accomplishments | |
| <p>People like to talk about the things they are proud of.</p> <p>Remember, some of your best insight into others comes from knowing what goals they have already achieved.</p> <p>Your knowledge, skills, experiences and value can be surmised from your achievements. Be ready to share your accomplishments with the people you meet.</p> | | |
| Interests | Interests | |
| <p>Your interests can help you connect with others. Interests are things like playing sports, reading books and listening to music. People like to spend time with those who share their interests.</p> | | |
| Networks | Networks | |
| <p>You have many networks, both formal and informal. A network can be an organization, institution, company or individual you associate with.</p> | | |
| Skills | Skills | |
| <p>The more you know about the talents and abilities of the people in your network the better equipped you are to find (and refer!) competent affordable products and services when the need arises.</p> | | |