



ServeNoMaster 116: Interview with Jordan Harbinger (Art of Charm Podcast)

Highlights:

[5:53] Social Capital refers to every relationship you have - both personal and business.

[7:54] Jordan shared how he moved ahead in his career using social capital

[9:56] Jordan shared how his podcast grew big in the 10 years he's been podcasting

[11:49] You need to find the balance in who to feature as guests in your podcast

[12:47] How to come up with unique questions: Do your research and read everything connected to your guest.

[15:58] Network across, down and up in order to keep expanding your network. Be generous.

[17:34] Don't keep score when you introduce people to other people.

[23:36] Podcast is now eclipsing radio in terms of popularity especially with younger people.

[26:49] Creating and maintaining relationships is the single and best leverage you can have in life especially when you want to get to the top.

[28:40] Networking when you need something is not effective.

[30:43] People should introduce other folks within their network in order to be able to scale their own networks. Look for ways to connect people with each other even if they don't ask you.

[36:11] You become more valuable when you learn how to anticipate needs.

Guest: Jordan Harbinger, Art of Charm Podcast -

<http://theartofcharm.com/podcast/>

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