

Excerpt from Who's Hiding in Your Address Book? by Mary Kurek (copyrighted text)

Tracy's current bio contains acting credits for an ESPN commercial, a couple of major motion pictures, and a popular teen television show. But he's most passionate about his motivational speaking program for at-risk students. To accomplish all of this, Tracy has a pretty awesome network, but it all started with one incredible connection—that counselor who pulled out the stops to help this street-kid get on track.

Just as Tracy was helped by his own personal “guardian,” the *ideal network* can envision more for you than you can imagine for yourself. Wouldn't you just love to have someone working as hard as or harder than you are to make your dreams come true? The reality is that you really can't buy that kind of devotion. In the story above, you might say that Tracy got lucky by having a counselor willing to go the extra mile for him. He'd tell you that she was his “angel,” but in Tracy's network, you'll find other angels, like the one woman who connected him with a talent agent and casting director. And then there's the professional speaker who mentored him to develop his own speaking career. It's not luck that got Tracy this far. Tracy has an ability to attract the best connections in his network...the ones that can perform magic. How does he do this? The clue lies in attention. The ability to make people feel important and personally involved is special...and something Tracy does naturally. I should know; I'm included in his network...one of those people he refers to as his “angels.”