

Successful business networking links individuals who, through trust and relationship building, become walking, talking advertisements for one another.

Have a GREAT evening and make the most of your time with some of these refresher tips!

NETWORKING TIPS

Simply be yourself, be friendly, and positive. Go expecting to make new acquaintances, not hunting for business.

Let your enthusiasm for your business bubble out so people can't help but wonder about you.

Be genuine and authentic. Ask sincere questions of the people you meet, and learn about them.

Be curious and interested in people you meet, and offer information freely and generously that will help THEM.

Become known as a resource so people remember to turn to you for suggestions and ideas.

Be clear on what you do and why, and what makes your doing it different from others doing the same thing.

Be able to articulate what you are looking for and how others may help you.

Follow through quickly and efficiently on referrals you are given.

Call those you meet to say that you enjoyed meeting them.

Remember that the quality of the connection is more important than the quantity.