

SUCCESS thINC Networking



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Networking is about building relationships



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Networking Basics

Networking must be:

- Mutually Beneficial
- Give and Take
- Win/Win



Networking is not...

- Being a Smooth Talker
- Giving a Sales Pitch



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What to do at networking functions

Meet 3 to 4 new people

Be sincere and open...Smile!

Connect with a person of influence

Use the persons name



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WHEN YOU FIRST MEET SOMEONE

Let them speak



Be brief when answering questions about yourself

Ask them open-ended “feel good” questions

Express sincere interest in what they are saying



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A FEW “FEEL GOOD” QUESTIONS

1. How did you get started in your line of work?
2. What do you enjoy most about what you do?
3. What do you see as the coming trends in your industry?
4. What advice would you give to someone just starting out in your industry?
5. What separates your company from your competition?



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AND THE KEY QUESTION...



“How can I know if
someone I am
speaking to
would be a good
contact for
you?”



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Asking for referrals

ONLY after you have built a relationship



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NETWORKING TIME



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