

What is Networking? (some handy hints)

Great networkers:

- Give without expectation.
- Do things for others - not to get something back.
- Have an abundance mentality - they look for opportunities, rather than focusing on the negatives.
- Believe in making the pie bigger for everyone. They cross network with peers and regularly give away information and make connections. They build the community as well as their own careers.
- They know that what you give out comes back tenfold.

Remember great networkers work at their networks for a minimum of fifteen minutes per day. Whether it's a phone call, text message, email, thankyou card; it's part of networking.

Do's at Networking Events:

- Act like the host and not the guest.
- Be yourself.
- Connect with Like minded people.
- Aim to have a minimum of 5 quality conversations with strangers preferably.
- Remember to gently turn up the corner of the business cards of the guests you need to follow up with.
- Observe cultural differences.
- When appropriate, indicate that you intend to make contact with the guest within the next couple of days e.g. *I have an article about 'xyz' that may interest you* etc
- DON'T sell - just connect and build trust.

The Three P's of Attending Networking Events - Networking is a life skill, not just something you do when you want something. Unfortunately, most people consider networking something they only do at business or social networking events. The people who achieve the best results at networking events are those who understand the three 'P's' of networking.

Preparation - The more prepared you are the better your results will be:

- On receipt of the invitation - decide why you are going.
- Decide on the logistics.
- Plan to arrive early and leave late.
- Prepare a couple of questions that you feel comfortable asking and answering.
- On the day of the even do your homework.
- Remind yourself what you want to achieve from attending.

Proactive Attendance - Act like the host not the guest.

- If you are nervous when you enter an event, focus on your posture and your breathing.
- Where possible identify the key players in the room.
- Remember the entrances. Aim for quality conversations not quantity.

Post Event Follow Up - Only 10% of people follow up post event. Are you in the 90% or the 10%?

- Decide who you will follow up with and what is appropriate.
- On the back of the business cards, write the date, place and something you remember about the person you know. The WOW Factor that you learnt about them (i.e. interests etc)

Good luck James E Lynch (Original source unknown thanks to Tegan for sharing)