

## Follow up Tips on Networking

The following are a list of tips that I thought might be helpful. Many folks had great questions, and I am sure others had questions that didn't get asked. Hope this helps.

- Lesson # 1- be there. You must show up to network.
- Arrive with a mindset to be “of service”, what can I give, rather than only what can I get
- Have a purpose; are you going to deepen rapport with specific people you hope to see? Look for a contact for a specific source, idea, or to achieve the goal of meeting three new people in the group/chapter/business?
- Develop your 15 second introduction; you must be able to tell people what you do in the time it takes an elevator to go 6-8 floors
- Join a Master Mind Group- This idea was first fully developed in Napoleon Hill's Think and Grow Rich. The idea is to meet regularly with others so that you can be of mutual advantage to each other on setting and achieving business goals, holding each other accountable for actions, brain storming on mutual or individual issues, etc. Be sure to pick people you can trust.
- After an event is over, you will likely end up with a handful of business cards. Either take immediate action to catalog, follow up or at least make a note of connection so each card will be useful in the future. If you can't won't or don't know how you might use this card in the future, *either use it now to even out the wobbly leg on a table or throw them way*. Yes, throw the away. They will only confuse you later. You can amass millions of cards without any recollection of how, when, where or why you have the card, in a matter of a few months if you want to keep them all “just in case”.
- Last thing: Identify someone you know who is a really effective networker. Use them to help you build your skills and ask for mentoring. Most all are willing to help.

Good Luck!