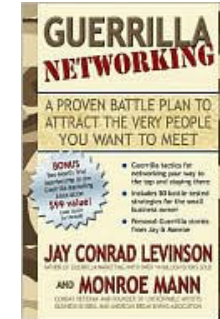
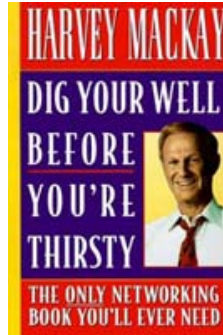
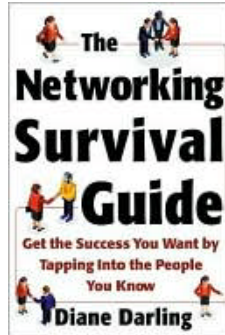


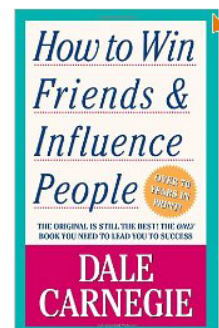
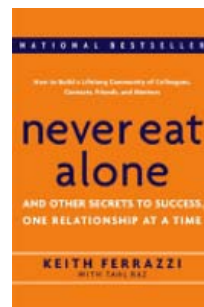
# Networking Made Simple

## Introvert References



- Set a goal(s) ; be true to yourself
- Walk before you run; baby steps are better than nothing
- Identify things you've done; not just what you know
- Invite people to lunch, coffee – and always leave with at least one new lead
- Go to events you like; and keep going!
- Assess results; redirect efforts
- Love it or leave it

## Extrovert References



# Networking

- **Decide that you are going to network-Make it a Project**
- **Get Prepared**
  - Understand the industry or people that you will be approaching
  - Develop and practice a short (less than a minute) story on what you are trying to sell
  - Identify the movers and shakers in the industry
  - Find a Mentor to help
  - Identify Targets
  - Prepare your meeting Strategy
  - Identify how, with who and where to net work
- **Networking Activity**
  - Go where the people are or start making calls to people you know
  - Start with people you know who can give you leads and recommendations
  - Go to meetings where prospects could show up
  - Ask questions and learn to listen.
  - Do not oversell but make a lasting impression
  - Follow-up on contacts, try and get an information meeting
  - Be respectful of people's time