



## Key Networking Tips

*These may be helpful in growing your business!*

- When you arrive avoid gravitating to people you know. Find someone new to introduce yourself to.
- *Stop selling and start listening.*
- Keep business cards and mobile phones easily accessible so you can exchange contact details.
- Use the other person's name 2 or 3 times. *People like to hear their own names* and it will help you remember it.
- The best business networking tip: rather than telling a new contact all about yourself *spend time asking them questions* and you will learn a lot.
- Initiate conversation with someone who is standing there by themselves. They'll be happy to have someone to talk to and will many times open up with valuable information.
- *A networking event is not a time to see how many business cards you can acquire.* It is a time to develop a few relationships that have potential.
- It is not just a meet and greet. *It is a hope to re-meet.*