

15 Networking Tips

by Jill Johnson



If you say you will come to an event, show up



Look for opportunities to use and promote your area of expertise



Be selective and definite about what you ask for from people



Connect in small increments and be careful about being too familiar too quickly



Use meal times for networking



Get to know people first and pay attention to what's important to them



Follow through - if you promise to do something do it



Use the telephone to keep in touch and make it personal



Make time for networking even when you are busy



Write hand written letters and send emails



Face time is critical - people will help you if they know you



Do better than your best in your work



Use your expertise to help others



Refer other people



Build your network before you need it

Tips For Networking Events

S Ashworth



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