

EFFECTIVE NETWORKING DECLARATIONS

“I am a networking expert”:-

- ❖ I attend at least one networking event per week
- ❖ I find a group that works for me and I attend it consistently
- ❖ I prepare physically and mentally for each event
- ❖ I build trust by being a Giver, and Givers Gain!
- ❖ I always talk to strangers by simply saying, “Hi, my name is _____”
- ❖ My handshake is firm and confident and never a “crusher”, “wet fish” or “ladyfingers”
- ❖ I have a brief and engaging “Opener”
- ❖ I am genuinely curious, ask lots of questions, listen actively and make it about them
- ❖ I ask for their card first and only offer mine when I’m asked
- ❖ When the conversation lulls, I say: “Excuse me, there’s someone over there I want to meet”
- ❖ I follow up with people appropriately
- ❖ I follow these principles and my business is booming!!!