

# How to Network:

NETWORKING = MEETING INTERESTING PEOPLE AND SHARING WITH THEM WHO YOU ARE

- 1 BUSINESS CARDS
- 2 DRESS CODE
- 3 NOT ABOUT NUMBERS
- 4 FIRST IMPRESSION
- 5 KEEP IN TOUCH

## NETWORKING BENEFITS:

- grow your business
- add connectors
- find social circles

## How *NOT* to Network:

Connecting on LinkedIn is **NOT** enough to leave an *impression*

- 1 SELLING
- 2 STANDARD QUESTIONS
- 3 FLIRTING
- 4 NEGATIVE COMMENTS
- 5 HAVE ONLY 1 CONVERSATION

80%

PEOPLE DO NOT SEND FOLLOW UP EMAILS