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For the next savvy networker number one on this list may sound silly, but it is really crucial for the whole game, and some people do miss it, believe it or not! * Meet up! What? Is it really that simple? Yes it is. If you do not, nothing can be done. Here where I live, for example, we have plenty of opportunity to network in the early morning hours. It means you have to get out of that comfy bed and be there in time to mingle around, have breakfast, hear lectures, presentation, discussion, interview, what is at stake and to make sure you have the number two with you! * Have a business card! Some of you may think Im kidding with this list of mine, but oh now! This is a problem I have encountered so many times.

Either people dont have a map or anything, or they come with things that really are too large to be practical for the recipient. And it is the person at the other end that is important, not yourself. When I get brochures, postcards, newspapers, magazines, brochures, etc.

I would not have a bag to put them in when Im there, but above all they are very impractical to file when I get back to my office. If you have great things to assign the view is ok, but a plain business card too. * Begins to talk to people! This one is usually something of a challenge for newbie.

It was for me! They talk with people is what this whole game is about. Like it or not, it's a matter of practice and get you out of your comfort zone. Standing in a corner looking around or just stay with someone you already know is no network.

As with every new bet you will make mistakes, and it has to be in order. You may consider it the experiences that you can look back on later with a smile. For now it's just about talking to people, but do not, and I do NOT pitch your opportunity! You are not there to pitch you are only there to find new contacts, which you can help in the future if you like them, and they like you.

* Focus on them! Most people make the fatal mistake of talking too much about themselves. Dont fall into the trap, please. Focus on the other person and ask questions.

The art of questioning could have an article dedicated to the subject so for now Ill just say ask questions that require more than yes or no for an answer. When you start with phrases like, How did you. .

. When is. .

. what have you. .

. Why couldnt it. .

. they will give you some real information that can be a goldmine for a later occasion. ebook services If you felt comfortable with the person and they did ask some interested questions back, you can ask for their cards and be sure to give your back.

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