

Top Ten Networking Tips

1. SMILE!
2. Wear a name badge.
3. Always offer a business card
4. Stand where people are likely to congregate. (bar/trade display etc)
5. Ask people about themselves and their business
6. Ask open ended questions
7. LISTEN!
8. Befriend first timers
9. Use people's names often
10. FOLLOW UP!

Some Important Information:

- A referral generates 80% more results than a cold call.
- Approximately 70% of all jobs are found through Networking.
- Most people you meet have around 200 contacts.
- "The image you project, in many circumstances, is far more valuable than your skills or your record of past accomplishments" - Quote from University of Success.
- The price your customer paid will be long forgotten, but the quality of the service they received will be remembered forever.