

I said *Yes!*

# 10 TIPS FOR NETWORKING

Make IT work for you



1

## DO IT

Buy the tickets. Choose the events that best fit your current networking purpose and start going regularly.



2

## STALK IT

If possible, look over the list of attendees prior to arrival. Pick at least 10 that you want to meet. Stalk them on social, look at their website, get to know them before you meet them.



3

## SET IT

Set a goal to meet at least 10 NEW people before you leave the event. Friends don't count.



4

## PITCH IT

What is your purpose for attending the event? Now prepare your pitch around that purpose.



5

## QUESTION IT

Have a set of questions ready to use as conversation starters or to continue the conversation. Remember to use open ended questions.



6

## CARRY IT

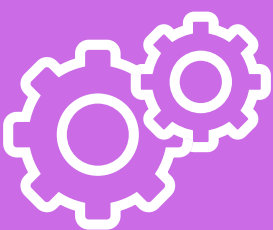
Have your business card, or something you can hand to each person so they remember you.



7

## TAKE IT

Take their business card so you remember who to follow up with.



8

## WORK IT

It's called netWORKing. You are there to work. Sit with and network with people you don't know. Schedule coffee with friends after the event.



9

## FOLLOW IT

Follow up after the event with everyone you spoke to. Text/Call/Email/DM and start following them on social. Continue the conversation. Build the relationship.



10

## REPEAT IT

Continue to attend the networking events that fit your purpose for meeting new people. Do it regularly to stay first of mind.

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