



GET NETWORKING



STUDIES SHOW THAT 80% OF ALL NEW BUSINESS COMES FROM NETWORKING, NOT TO MENTION CAREER OPPORTUNITIES, SO USE YOUR TIME AT THE EVENT WISELY.

HERE ARE 10 TOP TIPS TO HELP YOU ON YOUR WAY TO BECOMING A HIGHLY SUCCESSFUL NETWORKER, WHILST HAVING A GREAT TIME...

1	PREPARE	Make sure you arrive at the event feeling calm and friendly, know where you are going and what time.
2	BUSINESS CARDS	We do not hand out delegate lists at our events, but to help you network we recommend you bring with you plenty of business cards.
3	MAKE THE FIRST MOVE	Take responsibility and don't come away from an event feeling you've missed an opportunity because no-one talked to you.
4	START WITH SMALL TALK	Calm your nerves by making small talk with someone about something general; the venue, the parking, the weather or the refreshments.
5	BE INTERESTED	Find out about the person you are talking to by asking questions, so they can build a picture of them and in return they will be more receptive in hearing from you.
6	CONCENTRATE ON GIVING	Look for ways you can help others; advice, referrals, even friendship instead of focusing on selling to them as this will naturally follow.
7	KEEP YOUR MIND OPEN	Resist the urge to dismiss a contact if they don't seem to fit your needs because you never know when you might need them in the future.
8	ALWAYS FOLLOW UP	If you've promised somebody information, an introduction or a phone number, make sure you keep your word or risk damaging your reputation.
9	HAVE FUN AND RELAX	Our events are social occasions, treat them as such.
10	ENJOY THE EVENT	If you've enjoyed the event then tell your colleagues, bring them along next time and help them to network too!