



Networking Preparation 101!

Before you even arrive at any event there are some critical points you should consider before walking into the room. Here is a list of questions you might want to focus on before your next networking event!

- ✓ Is this event the *perfect right group* for your target market?
- ✓ Have you researched the group before your first visit?
- ✓ Do you know the names of the board members so you can meet them upon arrival?
- ✓ Are you in your million dollar outfit?
- ✓ Do you have the best cut and color for your 1st impression?
- ✓ Have you packed your business cards?
 - *Make sure they don't look like they went through the wash!*
- ✓ Do you have a nice container for your cards?
- ✓ Do you have a working pen?
- ✓ How is your overall hygiene?
- ✓ Have you set your intentions prior to walking in the room?
- ✓ Have you left your drama at the door?
- ✓ Are you going in to network with your heart instead of your head?
- ✓ Have you blocked your calendar to do your follow-up after the meeting?
 - *Only 2% block their calendars to do the follow-up!*

You want to make sure that all these questions are answered so that you have a GREAT experience and your networking dollars are not being wasted. You only have one chance to make that “first” impression.

Make it a good one!

Say Cheese ~ and remember your “please” and “thank-you”!

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