

# TOP 12 TIPS FOR NETWORKING SUCCESS

## **BEFORE**

1. Research the event and do your homework
2. Know your goals for the event
3. Practise your pitch
4. Raise your profile with well-placed social media

## **DURING**

5. Arrive early, connect with the host and be the chooser
6. Be a good listener
7. Ask open-ended questions
8. Don't be afraid of small-talk. Let people get to know YOU
9. Don't be afraid to approach high profile people - be enthusiastic, knowledgeable and be a giver

## **AFTER**

10. Follow through quickly - within 24 hours is preferable
11. Keep a record of your contacts
12. Follow up regularly - you never know when people may need you

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## **NETWORKING TURN-OFFS**

1. Barging in on a private conversation - watch for closed pairs
2. Handing out business cards like they're confetti!
3. Not matching the energy of the group - too in your face/pushy
4. Talking about yourself the whole time
5. Not asking them what they need
6. Hogging the buffet/bar
7. Trying to sell too soon
8. Not following-up, or waiting too long before getting in touch