



Networking:

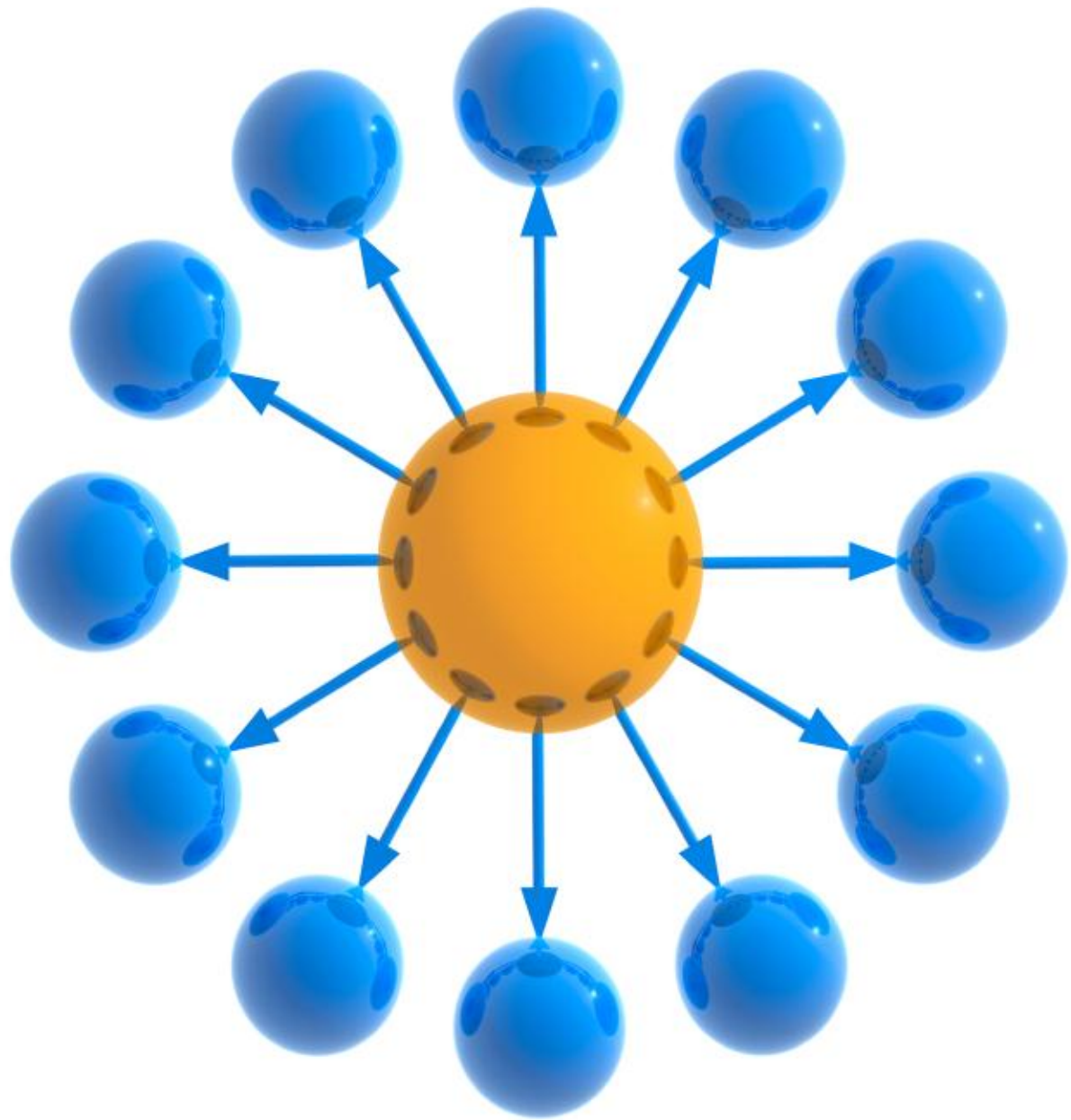
**Creating a circle
of Influence**



Definition of Network

Noun: A group of interconnected computers or peripherals that is capable of sharing resources between many people and places

Noun: An openwork fabric or structure in which cords, threads or wires cross at regular intervals.



Networking Events: Preparation

- 1. What type of environment is it?**
- 2. What is my objective in attending?**
- 3. Who else will likely be there?**

Is the event for you?

Networking Events: Preparation

4. What impression do I wish to make?
5. What will I talk about?
6. What will I *not* talk about?

Networking Events: Preparation

- 7. What am I offering?**
- 8. What am I seeking?**

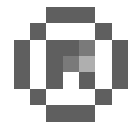
These are the “Why should I be your friend?” questions

Networking Events: Preparation

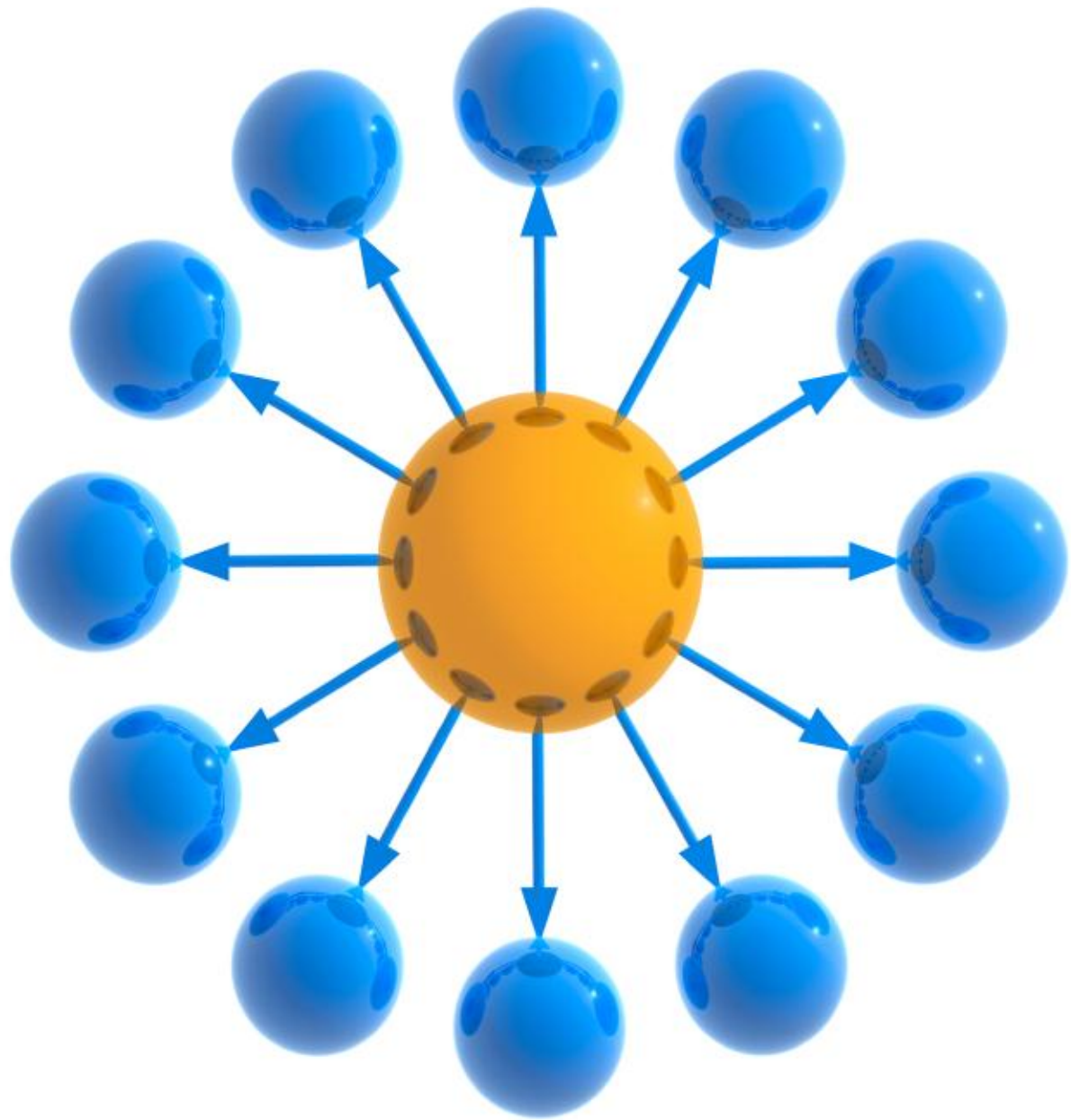
9. How will I follow up?

**In relationship building the failure is
in the follow up!**

LinkedIn



<http://www.linkedin.com>







“You will make more friends in a week by getting yourself interested in other people than you can in a year by trying to get other people interested in you”

Arnold Bennett

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