



No Non-Sense Networking

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Executive Director





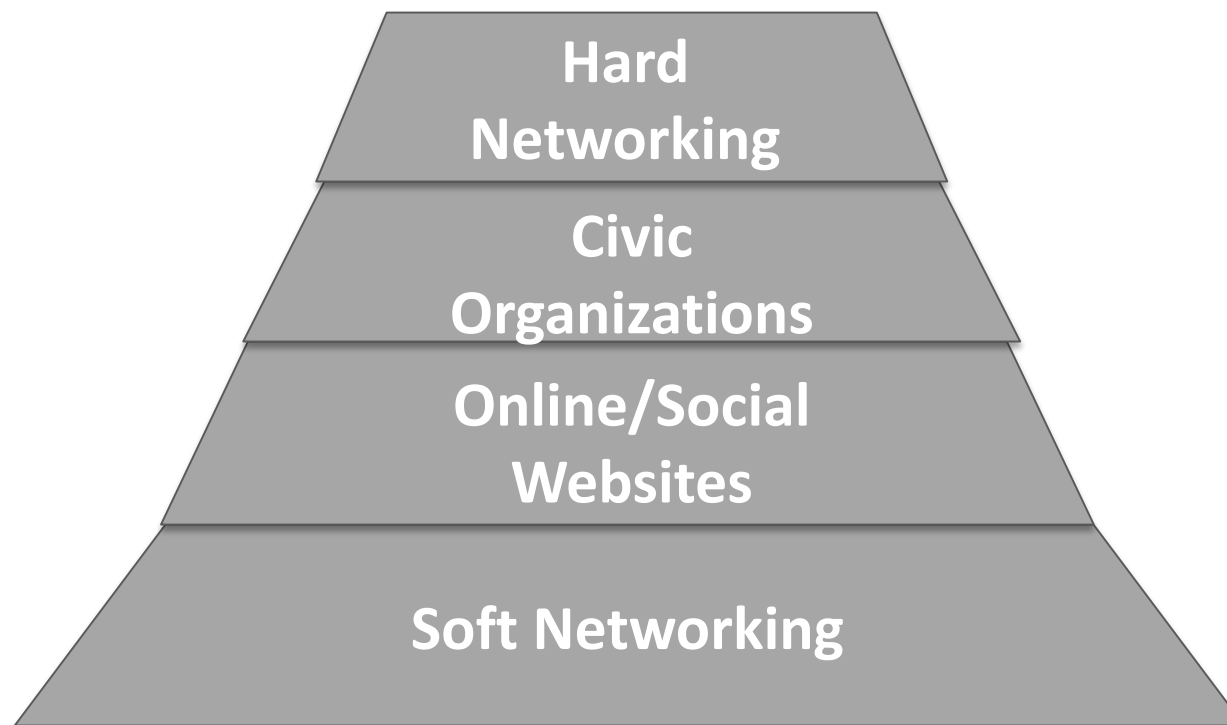
Why Do We Network?



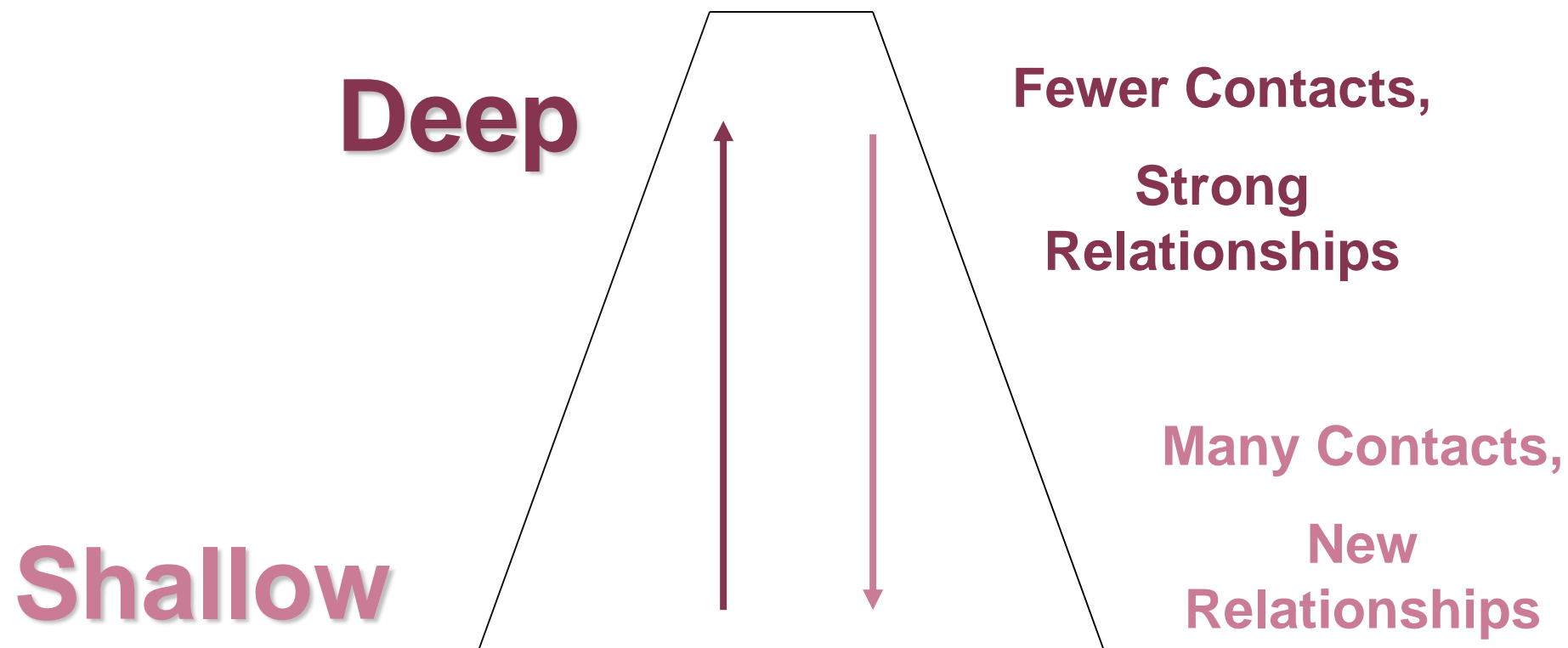
1. Operational
2. Personal
3. Strategic



Networking Pool for Success

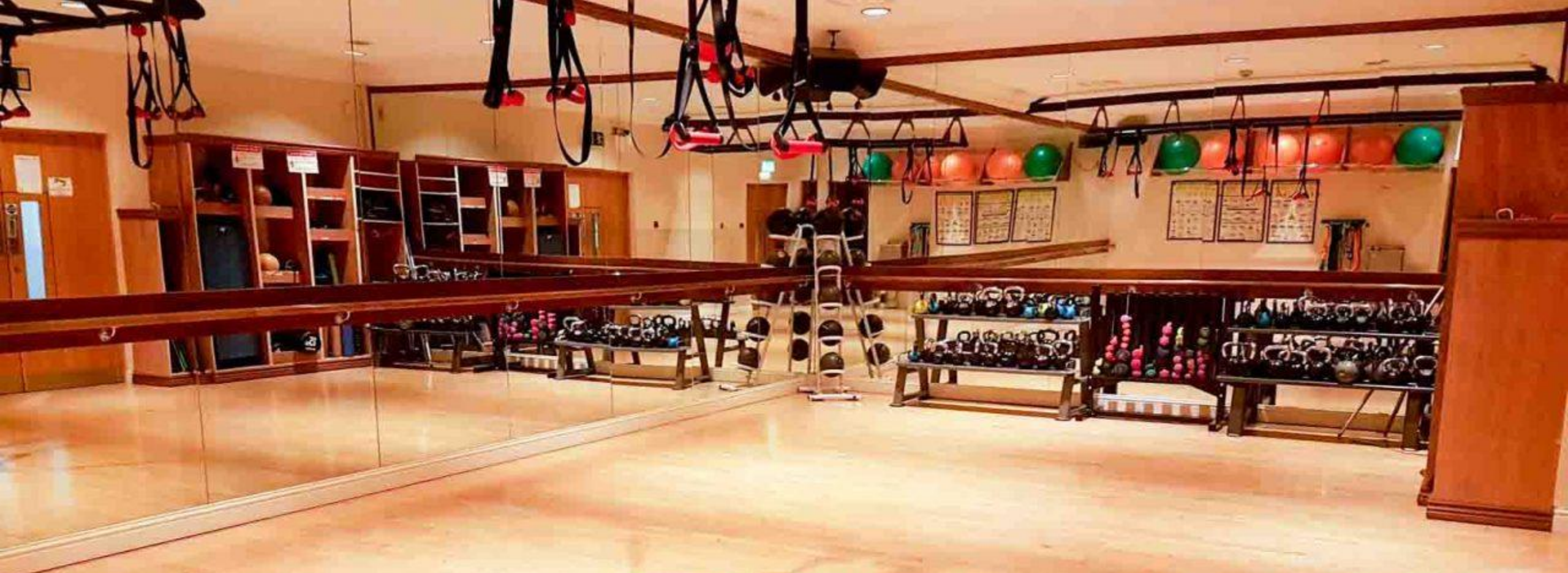


Networking Pool for Success

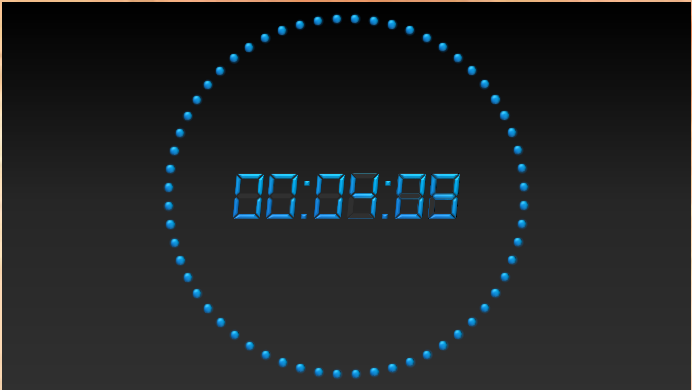


What Type of Networker... *Are You?*

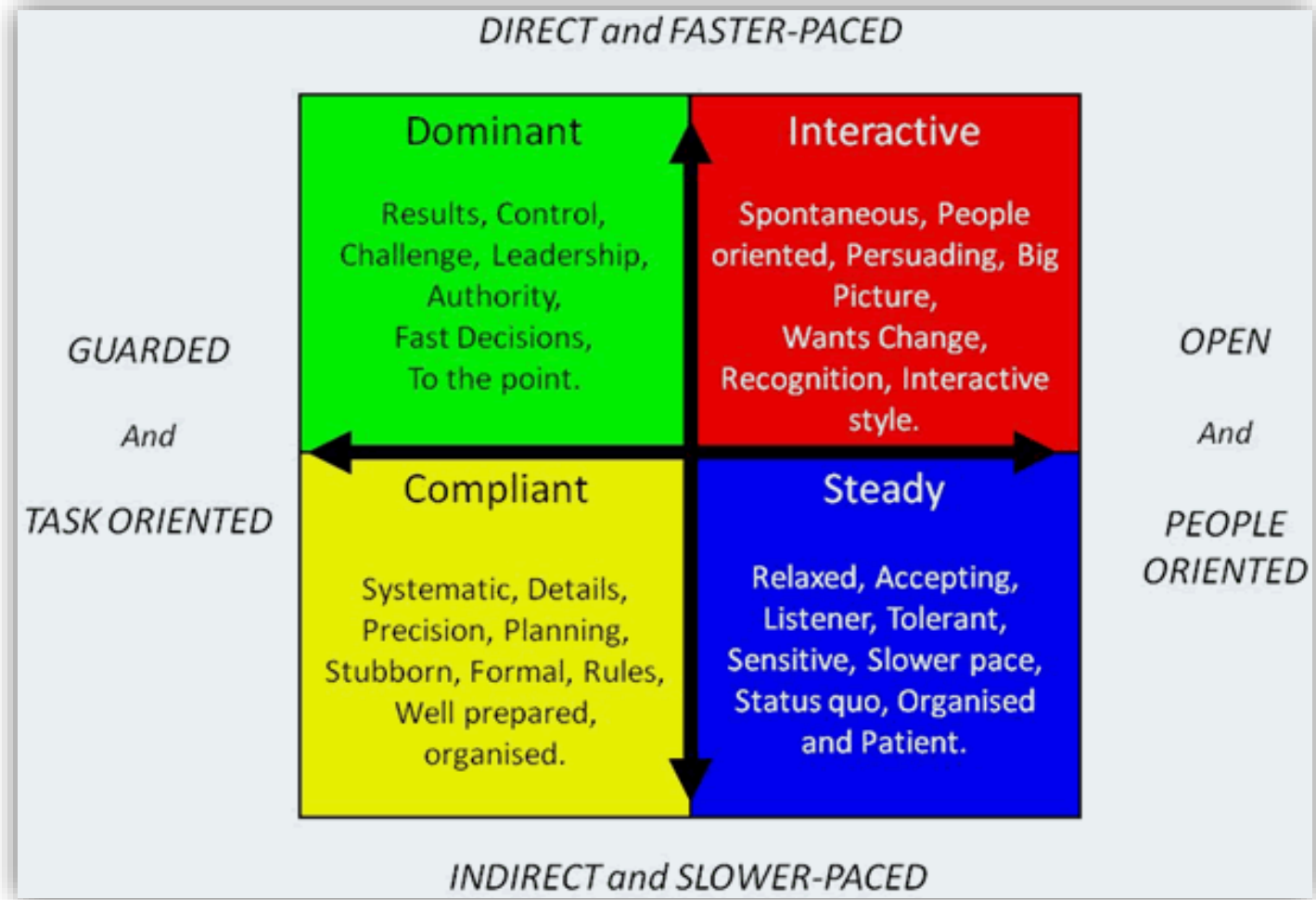


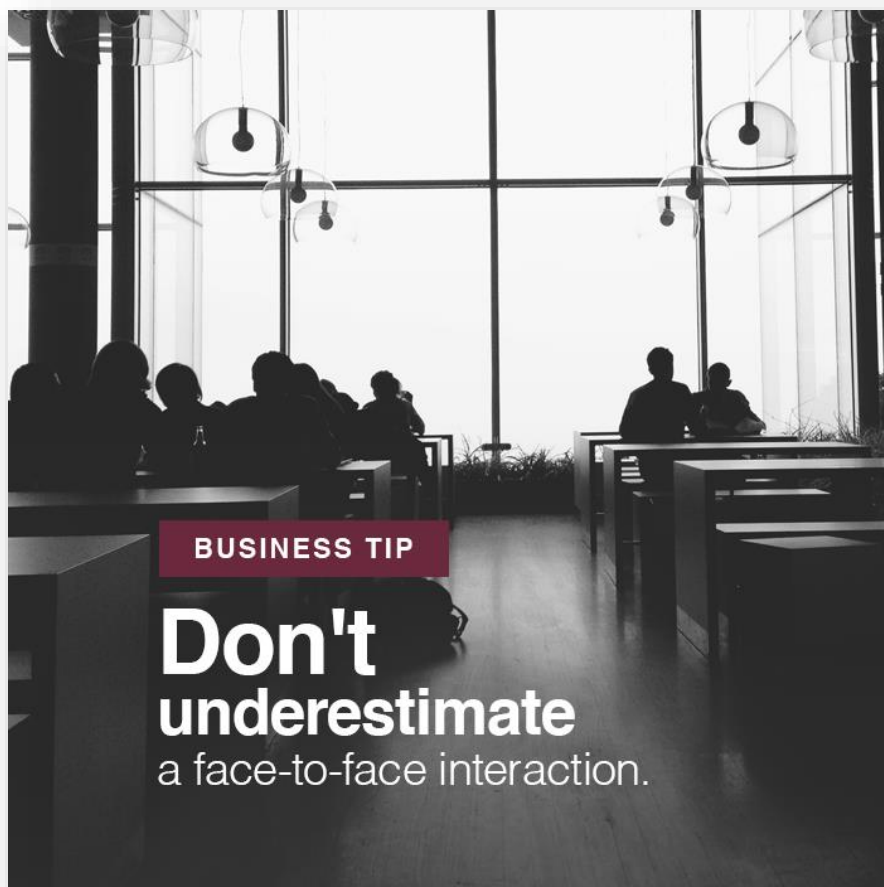


Business Card Aerobics



Behavior Styles for Better Communication

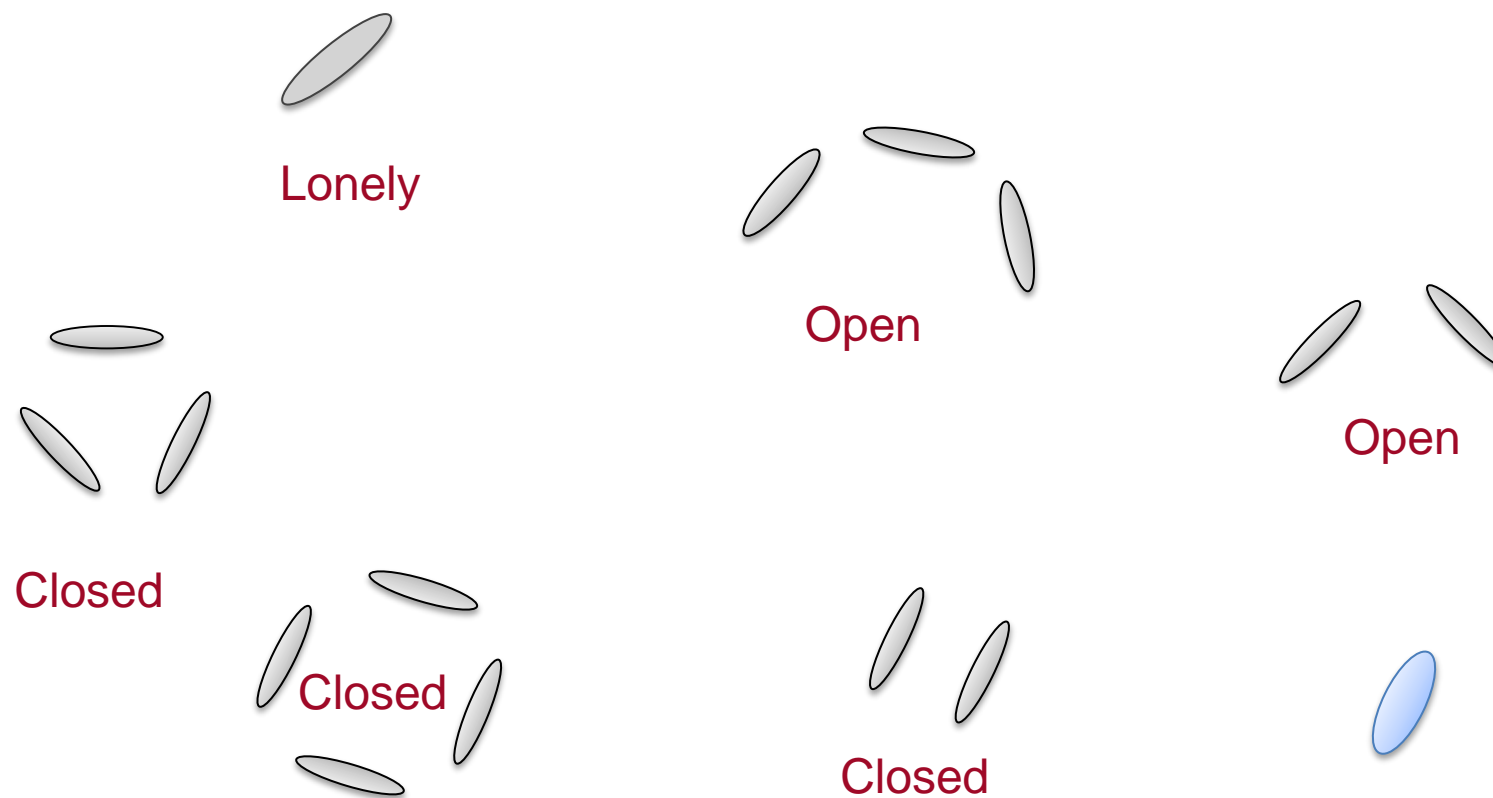




Networking Goals

- Why
- Who
- What
- Where

Networking a Room



Follow Up!



Enjoyed Connecting With You

- Reinforce the connection with friendly follow up note or call
- Spotlight any notable items of conversation
- Propose a meeting to develop relationship or follow up on opportunity
- Express interest in connecting again at another function in the future
(*If no short-term action*)
- Let him or her know you are willing and available to be of help to them in the future



Would Like to Connect With You



- Share that you saw them at the event but were unable to connect
- Express interest in meeting them
- Let them know “Why”
- Propose a meeting to develop relationship or follow up on opportunity **OR**
- Express interest in connecting again at another function in the future

5 Tips for Successfully Working an Event



1. Respect Others' Behavioral Styles
2. Ask for a Follow Up Meeting
3. Don't Monopolize Their time
4. Take Notes
5. Follow up and Follow Through

TIME TO TAKE ACTION!!!

Create networking goals for rest of TODAY.



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