










Top Tips For Effective Networking



KATRINA WEBB

www.katrinawebb.com.au

-  Be yourself and give of yourself.
-  Successful networkers listen - give 100% of your attention when communicating.
-  Smile, firm and sincere handshake and repeat and remember names.
-  Give without expecting in return.
-  People do business with people they like and trust. Networking is about building win/win relationships for the long term.
-  Always reward and recognise - acknowledge and thank people for their referrals.
-  Networking is a skill that can be used everywhere. Like any other skill it needs to be practiced.
-  Always follow-up – email or call contacts no later than 48 hours after the networking event.
-  To get out of an awkward networking situation politely excuse yourself.












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