

## **"7 Tips for Successful Networking"**

### **Monday Call, October 22, 2012**

- Tonight is Makeover Monday 8:00 pm CST 800-768-2983 Access 4717417#
- Tuesday Night Live – Marla Finley and Demra Robbins as they share an example of their in-home Extreme Food Makeover –“Shaking It Up!” – 7:30 Pm CDT at Mannatech Corp Offices or [www.mannatechlive.com](http://www.mannatechlive.com)
- Don't forget to schedule your XFM for October 30<sup>th</sup> and have Merrijo in your living room.
- Last week of BP 11... Don't forget your period close out activities

Article by Colleen Debaise

#### **1. Resist the urge to arrive late.**

- a. Show up early at any networking event.
- b. Easier to find other people who don't have "a group."
- c. Able to establish who the people of greatest sphere of influence are.

#### **2. Ask easy questions.**

- a. Do not wait around the edges of the room, waiting for someone to approach you.
- b. To break the ice, simply walk up to a person or a group, and say, "May I join you" or "What brings you to this event?"
- c. Be a great listener...it is an excellent way to get to know someone.

#### **3. Ditch the sales pitch.**

- a. Remember, networking is all about relationship building.
- b. Keep your exchange fun, light and informal – you don't need to do the hard sell within minutes of meeting a person.
- c. The idea is to get the conversation started. People are more apt to do business with people whose company they enjoy.
- d. Be so VERY READY with the answer to "What do you do for a living?"
- e. Before the event, create a mental list of "major statements" that could support your entry into a discussion on Real Food/business opportunity of the century.

#### **4. Share your passion.**

- a. Win people over with your enthusiasm for your product or service. Leave a lasting impression by telling a story about why you were inspired to create your company.
- b. Talking about what you enjoy is often contagious, too. When you get other people to share their passion, it creates a memorable two-way conversation.

## **5. Smile.**

- a. It's a simple – but often overlooked – rule of engagement. By smiling, you'll put your nervous self at ease, and you'll also come across as warm and inviting to others.
- b. Remember to smile before you enter the room, or before you start your next conversation. Check the negative attitude at the door.

## **6. Don't hijack the conversation.**

- a. Some people who dislike networking may overcompensate by commandeering the discussion. Don't forget: The most successful networkers (think of those you've met) are good at making other people feel special.
- b. Look people in the eye, repeat their name, listen to what they have to say, and suggest topics that are easy to discuss.
- c. Be a conversationalist, not a talker

## **7. Remember to follow up.**

- a. If you've had a great exchange, ask your conversation partner the best way to stay in touch. Find out their preferred method of contact.
- b. Get in touch within 48 hours of the event to show you're interested and available, and reference something you discussed, so your contact remembers you.
- c. Remember: The fortune is in the follow-up