

Networking at ANY EVENT:

Are we All Doing our Best?

September 16, 2013

- Weekly Mission Live Stream Monday at 8 PM EST, 9 PM EST, 10 PM EST, 11 PM EST. <http://www.m5mlive.tv> or 24/7 <http://www.m5mlive.com>
- TNL – Brett Duncan– 7:30 Pm CDT at Mannatech Corporate offices or www.mannatechlive.com
- Bo Short Roadshow coming to a city near your. Check schedule at events.mannatech.com
- M5M Leadership Event - Nov 8-10 register at events.mannatech.com. Make a commitment of how many on your team will be there and make it happen.

1. Are You finding Open Events for Prospecting?

- a. Check the newspaper
- b. Check the web: city...events
- c. Contact local Community Event Calendars
- d. Join Clubs, Groups, etc.
- e. www.meetup.com (on any subject of interest)
- f. Post inquiry on Facebook if have lots of people in your area as Friends
- g. YELP.com is another great "get together" place on events happening
- h. Just use your own imagination...you were born to think outside the box...the box will not serve you.

2. Plan your event ahead of time

- a. What type of person do you think you will find?
Then, what will their interests be?
You can prepare in advance with just 30 mins-1 hour
 - 1) Two weekends ago I attended the Monarch Butterfly Festival
 - 2) This past weekend I attended "GrapeFest" in Grapevine, Texas
- b. Business Cards to meet the pass on contact information requirement...
(always remember though it is critical you get their info)
Does it have websites?
Does it have adequate contact info?
Is it unique?
- c. Get some scripts down
 - 1) Lead in
 - 2) Different people
 - grandmothers
 - parents
 - professionals
 - Gen Yer's (or any young people form 18-30)
You might be afraid to talk to them, but they honor you and respect your wealth of knowledge
 - 3) Getting their information
- d. Commit to collect a fixed number of New Contacts
Always set a goal and stick it out until you hit it (or bust through it!)

3. Attendance at the Event

- a. Void your negative thoughts
- b. Look for ways to build relationships

#1 way: find something similar

Give examples:

#2: At vendor booths which are found at so many,

build a relationship on

"How did you get involved in...?"

"Do you find it takes a lot of time?"

"What do you like most about what you do?"

#3: visit the food areas where people sit at tables and sit near others

#4: Comment on someone's great

#5: Find something Orange

(this list truly goes on forever..., but if you go into the event with ideas, you will be much better positioned to take action.)

b. Once share, and hand out your card...GET THEIR INFORMATION so you can keep in touch.

How?

Enjoyed meeting them and want to keep in touch

Discuss the similarity and maybe you can keep sharing

Want to pursue something else?

Off Vendors: "want to pass on the information on what they make to others"

Or have questions on where they will be next

Or want to keep up with them on any new products coming out

Or have so many friends who are looing for Christmas presents

Or have some ideas of addtl ways to make something

Or...

"Always keep track of artists I have liked"

"keep a business card file in case others enjoy what I have in my home..."

4. Follow Up

- a. Within two days of event I always get in contact...with excitement on meeting them but not TOO much...remember you just met.
- b. If you understand the personality quadrants, (and this is worth all the money in the world), then meet them where they are!

5. Examples from last two weeks not covered