

Six Networking Mistakes

Monday, January 27, 2014

- 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>
- Tuesday Night Live... Speaker Al Bala at 7:30 Pm CT at Mannatech Corp Offices or www.mannatechlive.com - Last Tuesday Night Live
- Ūth FAQ in Resource Library

Insure the best results in your Mannatech business by avoiding these very common mistakes!

1. Handing out a Business Card for No Reason

a. Meet someone and just give them a card to "check this out."

There is a reason nothing ever comes of it...no relationship.

Do you ever get home from an event with numbers of cards and you can't even remember how you got them? Do you want others to "feel the same way" about your card?

b. Always have a good reason to exchange information with someone:

- 1) To get back in touch so you can meet in the future
- 2) To send them some information they have interest in
- 3) To make an introduction to someone/something else
- 4) To add to a mailing list

2. Not being likeable

a. It's never a good thing to complain about the economy, a tough year, your clients, politics, the system, or pretty much anything else.

Being negative is never an attractor factor. People who like to be negative are never the ones you want in your business either.

b. Bragging about just about anything...your looks, success, etc. doesn't work either. Be likeable.

c. Show humility about achievements. Be excited about other peoples' success.

Ask more questions about those you meet...if you are interested you will be more interesting. Make most conversations about other people.

3. Going to the Wrong Event

a. Always do your homework before attending an event.

In other words, find out who will be there, will there be many chances to interact with people, will sharing your opportunity be viewed as appropriate,

etc.

Also, preparation will create more effective results. How many events have you gone to and came out "If I only would have had this to hand out", or "I wish I would have told more people about this"... Make each event be the best one ever by being prepared.

- b. Know your purpose and set a goal. Then evaluate the likelihood of success at a given event.
- c. Experiencing failure at an event merely shakes your confidence in your business...versus highlighting your own mistake. So, know your purpose so you have a better understanding of where to go, what to say, and with whom.

4. Being in Sales Mode

- a. People can sniff this out a mile away. Do you like being sold? Then why do it to others?
- b. Asking people to help with your mission is an option.
- c. Best is to find their need and have a solution to share...then everyone wants to know you.
How do you find their need? Ask questions and become a great listener.
- d. The only thing you should be selling is the relationship.
If you develop a great relationship over time, then you can collect lots of referrals and business partners as well as consumers.

5. Being Unprepared

- a. Do you know how many attendees will be at the event?
- b. What are some of those professions?
- c. How long has the group been established?
- d. How many members, visitors, guests,?
- e. Who is the coordinator of the event?
- f. Are you interested in membership? If so, why? If not, why not?
- g. Who do you know and who do you want to know?
- h. What will you say when you introduce yourself to others?
- i. What will you say when they approach you?
- j. How will you interact? What will you do to have great conversations?
Follow up? Stay in touch? In other words, what is your plan?

6. Lacking Focus

- a. The more focused you are with your prospecting the more effective you will be.
- b. If you are looking for small business owners, get more specific...What type of small business? Revenues/ Size of staff? What industry, profession, market segment, niche, demographic, geography, dynamic, etc.?
If you're focused on the same small businesses as everyone else, it's much

more difficult to be remembered and referred.

Practice...be aware of these issues every time you venture out and do something to avoid them. Be different to create different results.

“The best way to achieve extraordinary results is to become intentional about being strategic in all areas of your life.”
Tony Jeary