



# North Sound BUSINESS NETWORK

## THE TOP TEN PLUS WAYS TO GET THE MOST FROM YOUR NETWORKING GROUP:

- 1. Meet with each member of the group.** Take 15 minutes to find out about the other members' business and the type of clients they are looking for and take 15 minutes to share your business and the type of client that you are looking for.
- 2. Attend every meeting.** Remember the old saying "out of sight, out of mind?" The same principle applies to this networking group.
- 3. Get on the speakers calendar immediately.** The sooner everyone has an opportunity to fully hear about your business/product/service, the sooner you will be able to see results. Contact the VP to to schedule your 20 minute presentation.
- 4. Begin providing referrals for the other members of the group.**
- 5. Prepare a power-packed 30 second introduction.** Be clear and concise about who you are, what you provide, and the type of clients you are looking for...all in 30 seconds!
- 6. Sit with different members of the group each week in order to get to know the largest number of members more quickly.**
- 7. When a member has an open house, attend! If appropriate for your business, schedule an open house.**
- 8. Make sure you have enough business cards to distribute among members.**
- 9. If you are in the vicinity of a member's business, stop in and say "Hi".**
- 10. Distribute members' business cards to your clients.** You can also include their cards in all your mailings and/or display the business cards in your place of business.