

SIMPLE GUIDE TO

# Networking



## So you want to go Networking?

Ask yourself these questions.....



Time of day – are you a morning or evening person? - chose an event that suits



What type of people do you want to meet? - there are lots of different events suited to different people



Do you have a budget? there's a range of events to suit your pocket



Do you like networking? if you really hate it, it will show



How much time can you spare? Don't cut short your time at events. If you don't have the time don't go



### What is networking?

The first thing you have to realise is networking is not selling



#### Before the Event

- Get directions to the venue
- Ask for an attendee list
- Plan who you would like to meet



#### At the Event

- Work the room
- Ask the organiser to introduce you
- Be engaged & interesting
- Move on & meet as many people as possible



#### Etiquette

- Think about....
- What to wear?
- Handshakes...sets intention...
- Body language
- When to Kiss? Is it appropriate?

## Your Elevator Pitch

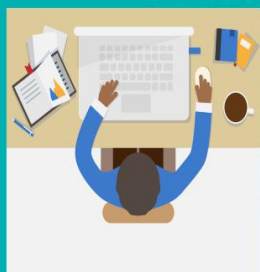
'An elevator pitch, elevator speech, or elevator statement is a short summary used to quickly and simply define a profession, product, service, organization, or event and its value proposition. [1] (source Wikipedia)



- 60 seconds
- Benefits not features
- Unique to you – firm strap line?



## Follow-up



Schedule the time to follow-up



Make A Phone Call



Invite for Coffee



Send Email



Connect on LinkedIn



Meet at future events

We can provide training on networking for your team  
call 01903 530787 or email us at [info@consortiumbiz.co.uk](mailto:info@consortiumbiz.co.uk)

