

SOLID SILVER SOLUTIONS

solving your networking and LinkedIn issues

Networking Tips

Networking is a vital part of many companies marketing plans from the owner managed micro to the corporate businesses, even though many do not treat it that way. Whilst networking over the last decade we have seen networking from the sublime to the ridiculous and want to share some top tips so that you get more from your investment.

1. Networking costs so ensure you budget for it
2. Make a plan of your desired outcome before you attend an event
3. Get there early and engage with the organisers
4. Buy a magnetic name badge with your branding on it
5. Wear it on your right side not your left
6. When you engage with someone try and ask the first question
7. Use active Listening
8. Only take someone's business card if you intend on doing something with it
9. Do not hand out your business card like confetti, treat it as a valuable item
10. Make notes on cards or a pad before you leave event.

If you want to learn more then please contact us as below