

NETWORKING SUPREME

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HOW TO BECOME
AN EXPERT NETWORKER
AND DOMINATE THE
HOME BUSINESS INDUSTRY

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Intro

Regrettably 95% of those who become a networker will fail, and the chief reason for that failure is that they didn't get the knowledge and tools necessary to win in today's competitive market place.

A piece of that knowledge is learning how any networker can become an expert networker and dominate the home business industry.

Chapter 1:

Understanding How the Majority Fail

Synopsis

If you don't understand how the majority fail, you may be headed down that path yourself.

Learn Who Fails So It Won't Be You

Even if you specified it, it's practically out of the question to get an accurate statistic on the failure rate of online businesses. All the same, individuals are curious what induces an online business to give out...

Here are the top things that keep people from succeeding:

1. **Deficiency Of Action.** There are individuals who desired to sell products online, read about marketing products online and purchased books about marketing products online — but never in reality acted on it.
2. **Restlessness.** Too many times, a person will assemble an online store, add her products, tell a couple of friends about it, put her link in her sig line, purchase an ad or two — and 6 months later when she's not bringing in \$2,000 a month, she drops out, saying that internet marketing doesn't work.
3. **Life.** This is particularly true in the work at home mom domain. The person gets occupied with children and just merely doesn't have time to commit to her business that's necessitated.
4. **Deficiency Of Planning.** If you fail to plan, you plan to fail. So many individuals begin a business on a whim. They come up with an thought on Monday and by Friday, they've assembled a free internet site, downloaded a free template and slapped in a couple of Paypal buttons. When swarms of traffic don't arrive by next Tuesday, they're on to the next thing since apparently, selling products online doesn't work.
5. **Damaging Attitude.** "I'll just employ a free hosting account, just in case this doesn't work out." "I don't want to spend more than a hundred dollars on a internet site design, as this is just a small business and I don't want to waste money." Too frequently individuals in a target market view essential business expenditures as a waste of income, rather than as an investment.
6. **Getting Stuck In The Details.** There are people who get upset because they think the content area of a site needed to be moved ONE PIXEL to the left and they'd already used their 2 allowed revisions. I'm sorry — but one pixel isn't going to keep individuals from buying your product.

Discovering the perfect shade of purple that looks the same on every monitor in the world isn't going to sell your products.

Individuals often fail to be meticulous about the stuff that matters — such as the content — and get stuck in the details of stuff that amounts to basically nothing.

The success of any business depends upon having the correct outlook from the word-go as well.

Having the correct outlook won't guarantee success but a wrong or unrealistic outlook will most certainly ensure failure. Consequently having the correct outlook is the first fundament that must be laid upon which a successful business can be built.

What is a correct outlook?

A correct outlook is the willingness to work hard to accomplish the goals that have been set. A correct outlook isn't the belief that success will be simple, quick or painless.

Those who think that they can make an internet business boom without having to actually submit any time or effort are plainly condemned to failure from the first.

There are plenty of dishonest individuals waiting for the next fledgling marketer to come along searching easy wealth.

A correct outlook is the willingness to take the time to make a good, solid business plan that's based on sound business principles.

A correct outlook isn't just bounding in feet first and trusting for the best because you are able to lose out big time.

Frankly 'flying by the seat of your pants' isn't a plan...it's just plain self-destruction in the world of internet marketing. If you don't have a conventional education in business, you need to discover individuals who do have that kind of education or programs to help you learn more.

Chapter 2:

Follow Up and Follow Through

Synopsis

Following up is a crucial part of becoming a networking star.

What Do You Know About Follow Up and Follow Through?

What happens on the far side of the initial contact and/or sale. Arriving at the sale isn't the climax of business it's only the start of what should be a long term relationship.

Why is this so crucial?

Your long-term success depends on it! Residual incomes are accomplished only by duplicate sales, meaning your purchasers have to stay put if you want to proceed to get paid tomorrow on something you did today. If you disregard or abuse those relationships you'll cease to be in business.

What is the advantage?

Naturally individuals are doubting, following up builds up trust and relationships. Relationships are what produce loyalty. Loyalty is what produces stability. Stability is what produces Longevity. Longevity = Residual Income! You'll bring forth more business in duplicate sales, increase referrals, propel your team and see expanded duplication.

Realities about Follow up and Follow Through:

- Out of 50,000 individuals who begin a home based business, 48,500 never hear from their upline or sponsor over again!
- Individuals must trust you before they'll abide by your leadership or advice.
- Most marketers not only neglect to follow up but avoid it!
- Support is costless and yields the most eminent return!
- It's much easier to keep a client and/or team member busy than it is to go find a fresh one.
- Deserted individuals are not productive.

- Applying a retention strategy systematically improves profitability by 32%.
- A implemented client retention strategy decelerates attrition 10:1
- What you do inside your organization/business will be reduplicated with in your teams.
- Ordinary selling cycle is 21-30 days, just because they didn't purchase today doesn't mean they're saying NO for good.
- By actuating, educating, and arming individuals for success, individuals will stay longer and more individuals will arise to become leaders.
Producing long term constancy!

Earnings in business comes from repeat clients, clients that boast about your project or service, and that add friends with them.

The destiny is in the Follow up - Riches are made in the Follow up! Successful networkers go the additional mile!

We're in the relationship business "Network" means individuals/relationships. Following through lets you learn more about your prospect, client and/or team member. It as well lets you to help them make an informed decision, get more referrals, build up trust and credibility by showing them you do what you say you will.

Chapter 3:

Extend Yourself

Synopsis

Broaden yourself beyond your circle of comfort.

Becoming a Better Networker requires You To Experience New Things

Sure, it's extra hard the 1st time but you'll discover it gets easier each subsequent time you do it. Do you ever see somebody else who looks uncomfortable and is standing alone. Approach them. You'll be doing a good deed that aids you both. Following that try walking up to somebody who looks very different from you. Acquaint yourself and then start asking some questions in an attempt to find something you share in common.

It won't take long to determine a hobby you both have, a team you both cheer for, a place you both like to visit. With so much success under your belt you are able to move forward and approach somebody who you've wanted to meet. Be friendly and self-assured. You're on your way to becoming a networking maven.

Like any venture, you may have some concern and trepidation about facing the unforeseen, but you should also feel some of the rush of the challenge and excitement in finding new individuals with whom you are able to really connect. By making time in your agenda to attend some new gatherings, you are able to use early opportunities to watch other people networking and to assume the habit of talking to the individuals you meet.

Don't forget, networking with success means that we occasionally have to stretch ourselves to the edges of our comfort zones – hard at the start but much easier with practice.

Whether it's a formal meeting or event (with 100 individuals) or an cozy gathering (of only 10 or less) being ready or open to network is really crucial – like the Scout's slogan 'Be Prepared'.

Even if you're unsure, introverted, nervous, blasé, or tired, you just never know when you're going to run into intriguing and valuable individuals.

Part of this method of 'being prepared' is to have snappy information about yourself available so that your communication is short, centered and clear - not

altogether unlike an elevator pitch. Some of this is supplied by a good business card, all the same, effective networking is seldom accomplished by saying 'hi' and merely forking over a business card – you have also got to give something of yourself as an individual.

Particular introductions will be a great deal up to the individual style and personality. All the same, again, this is an chance to stretch yourself to the edge of your comfort zone and exhibit yourself as positively as you are able to. A simple object lesson that meets all the above criteria may consequently be:

“Hi, my name is Linda Jones. I spend my time producing and running interactive booklets on networking.”

Note that this has to cover what you do in pragmatic terms and not just your name and job title.

Maybe a franker example might be:

“Hi, my name is Linda Jones. I produce television screen ads from script to screen and everything in between.”

Lastly, I must spotlight the fact that the warmth of your introduction will influence the outcome of the meeting. Even though you might well be timid and nervous, it's crucial to make eye contact and smile – it sends the message that you're confident, at ease and friendly.

Chapter 4:

Become A Social Network Expert

Synopsis

People get into a major pitfall when they run out of money to run their business on.

Manage Your Funds

A good deal of being a Social Networking expert is about instinct, intuition, chemistry - we're all born with great gut instincts, but many have in reality learned to turn it off - one of your best senses has been disabled - but you disabled it, yourself! You need to learn how to enable it again.

Being able to set up a Facebook Fan Page, a Twitter account, and a LinkedIn profile doesn't make one a social media expert. Take these chances to have a better than average comprehension of SEO, niche social networks, how to target certain demographics, watch how to create and edit video, how to do research, podcasts, learn about additional platforms that you're unacquainted, learn HTML, learn CSS, examine Photoshop, effective monitoring, edit something on Wikipedia, and the list goes on. Tie your social media outreach into other larger marketing campaigns and help whoever you're working with build goals and be able to track them.

The point is to use technology and techniques that you wouldn't use in your daily usage. Get outside of your comfort zone and discover because there's going to be a time when a company or client asks your opinion of or your experience with these different technologies and strategies

Social Networking Rules

1) Absolute Truth.

Let's get genuine and truthful with folks and tell the truth about ourselves and not hide behind some ill generated plan for fame and fortune. Yes, you are able to produce a fortune online, but let's do it from the truth of the matter- not illusion.

2) An assisting focus that helps individuals reach out to fresh openings - not the same old ones.

This is vital. No one is above assisting individuals online. And disclosing fresh mighty directions and possibilities for folks that didn't know they existed is the

highest sort of service in social media. Every “ace” that's out in social media- has a assisting hand out with folks. That's why they're where they are. They provide and share with no agenda.

3) A life-style of uplifting- not degrading.

Social Media is about being an lift, not just an educator or entertainer. Encouragement is the single biggest weapon you have in social media against individuals like people who prey on others. Uplifting should be a lifestyle that we all practice.

Find someone that you do respect and ask them to mentor you

When you seek people to run your ideas by, make it somebody that you respect. Get involved in your local social networking scene and discover individuals that you are able to bounce your ideas and strategies off of. Perhaps they can see the holes in what you're doing and help you finish out your plan. It's great when you have the opportunity to take the ball and run with it but it's even better when you have somebody refining your running style to make you that much more effective.

Over a time period you can acquire experience, improve your skill set, and build in this area. I'd rather be listening to, conversing with, and competing against individuals that have actual experience than somebody that knows how to take a decent picture of themselves and add a lot of individuals on Twitter on a daily basis. By becoming a knowledgeable and experienced person it only helps the reputation of what we do and who we are.

Chapter 5:

Don't Underestimate the Power of Personal Service

Synopsis

Businesses want clients to believe that automated service is quicker. But is it truly quicker, or does the fact that we're busy attending to ourselves instead of being waited on by somebody else, make us believe that? The fact is that businesses want us to use automated service because it costs them less to supply..

Personal Service Is Primo

As the number of in-person client communications has deteriorated dramatically over the past few years, the mightiness of the ones we continue to have has dramatically climbed—which gives companies that offer personalized client service a enormous chance to grow their businesses by exercising a positive influence on their clients' lives. Even when the orders come in over a speaker unit, the opportunity is there to allow for top-grade, individualized client service by using a friendly, caring voice.

Because the greatest difference between challengers is the quality of the client service they provide, those businesses that provide first-class client service will grow and prosper. Those that don't, will not.

We commonly know nothing about any personal problems our clients are facing. But we should know that a kind word uttered at the correct moment can turn a bad day into a good one. These seconds of opportunity may last only about ten seconds—but never undervalue the power they have to make a favorable difference in your clients' lives.

So never undervalue the power of personal client service. Given indifferently, it's a recipe for calamity. But when it's given with actual concern, it can turn someone else's day from bad to glad—and that's mighty, indeed!

As well, saying, "Thank you" can alter lives.

Many individuals go around believing that they're entitled to things. Regrettably, this mental attitude makes them forget their manners.. So, when a waitress at a eating place takes your order, think to thank her every chance you get. You may also thank the customer service representative on the phone for being patient with you. The individuals who render services for you merit your gratitude even if they're being paid for what they do. Frequently, your thanks will encourage them to go the distance for you and this goes for your clients as well.

Exhibit your gratitude by going out of the way. If your neighbor has always been kind enough to bring over your mail whenever it's erroneously delivered to their threshold, take time out to go over to his home with a box of cookies or a basket of fruit.

Pleasant surprises will do wonders for any person's day. As a matter of fact, when I gave my neighbor a box of scented candles one day, the woman was nearly watery-eyed as she admitted, "This is the only bright spot I've seen throughout this tough day."

Needless to say, kind acts should be done as kind acts... but they can reap rewards later as you build relationships with acquaintances as well as clients.

Chapter 6:

Maintain A Networking Database

Synopsis

An organized database means an organized business.

Keeping Track Of Contacts

A network marketing database is a way to stack away all of the leads generated by your lead capturing efforts. Most networking databases will also allow for a genealogy of leads acquired so that it stores your downline and their rendered leads. Fundamentally, a network marketing database is a big digital address book that contacts network marketing contact data. A network marketing database might simply be a stored file or it may as well be connected to a Network Marketing Contact Management System.

What could Network Marketing Databases and Management Systems Do for You and Your Business?

When you connect Network Marketing Databases into a network marketing contact management system, it enables you to...

- Stack away all of your leads' contact data
- Coordinate and categorize your contacts for easy browsing or contact differentiation
- Mass email your contacts/leads by group or category
- File away contact particulars to avoid duplicate lead contact entry into the database

The Home Office Pro network marketing Contact Management System is a capital tool to help you build your business. It can as well assist by increasing profitability as it will increase productivity when it takes less time for you to turn up your contact/lead's data.

The tools included will provide you the option to e-mail contacts within your Network Marketing Database, move contacts in and out of your database seamlessly, alter the particulars of the contacts within the database and supply a means for network genealogy management through an simple to access and use administration panel.

In the home business network marketing industry it's important to have Network Marketing Software or MLM Software that's designed to step-up lead generation, simplify prospecting, duplicate success, motivate your business builders and hold your clients.

There are some options for customer database handling that you can download and tryout. One is:

CMS CRM 3.05 GPP Software

CMS CRM is a Customer Relationship Management (CRM) system designed to help you effectively manage your customer base. CMS CRM enables you to implement a customer-centric focus within your business to maximise relationships with your customers and increase your. Free download of CMS CRM 3.05, size 2.06 Mb.

Another is:

CRM plus for Windows 5.1.3EN Idealisator Hungary LTD

CRM+ is user-friendly, easy-to-understand customer relationship management (CRM) software for getting your company's data centralized and organized. It supports the invoicing, contact management, project management, business history, business tasks, reminders,. Free download of CRM plus for Windows 5.1.3EN, size 49.75 Mb.

Chapter 7:

Be Honorable

Synopsis

When you hear the names Enron, WorldCom and Arthur Andersen, you directly think "secrets and lies." But do the misbehaviors of these companies represent the routine for leaders today? Are morals in world business both offline and online deteriorating.

Building Trust Is Crucial

When you hear the names Enron, WorldCom and Arthur Andersen, you directly think "secrets and lies." But do the misbehaviors of these companies represent the routine for leaders today? Are morals in world business both offline and online deteriorating?

This question was asked of ten top executives, and they all concurred that business ethics have eroded over the preceding two decades. Yet these leaders are as well consentient in their belief that business can recover itself from the gutter. They say it's up to each individual to make good honorable decisions.

Personal Obligation -- When Does It Begin?

It's easy to find fault with business leaders for transgressions. We stand up and take notice when our retirement accounts are affected or we lose our jobs, after all. But when should personal obligation start? In the 2008 Junior Achievement/Deloitte Teen Ethics Survey, seventy-nine % of teens surveyed said they felt set up to make honorable decisions when they enter the workforce. However, thirty-eight % said it's occasionally necessary to cheat, steal, lie or behave violently to succeed.

These answers would make anybody wonder if, as grownups, these students will make the right decisions when they face ethical challenges on the job or in their own business.

It used to be that arriving at decisions in business was pretty easy. All you had to do was ask yourself, "Is this legal? Is this against company policy? May I sleep at night if I do it?" Then business got more perplexed, with the competition to succeed becoming more intense.

The gray areas circumventing decisions expanded. Many leaders are now torn between profits and doing the correct thing. They're as well torn between doing what is correct for the company as well as their business associates long-term and what is beneficial for their careers in the short-term.

What Can Honorable Leaders Do?

Honorable business leaders will have to take some prompt steps to show individuals they're honest and determined to do their best for the organization. Each leader must model high ethical standards. Additionally, here are 10 more steps you are able to take right now.

- Appraise your personal ethics. What you do in your personal life penetrates your business affairs and the lives of your youngsters. Be a good role model.
- Critique your company's morals. Make it clear what is and isn't acceptable.
- Build your mission statement and your company's core values. High moral standards are based on integrity, honor, honesty and fairness to all.
- Pass on the mission and core values to every employee and client through your words and actions.
- Produce an ethics policy that clearly states the company's doctrine and consequences for not following the policy.
- Carry out ethics training.

Chapter 8:

Give Without Expectation

Synopsis

Let's discuss the simple act of giving without wanting anything reciprocally.

Many of us are so egocentric that everything we do, even in our closest relationships, is really a sort of bartering instead of unselfish giving. Believe it or not, this can be true even when we're dealing with ourselves.

Giving Has Great Returns

If the question, "What's in it for me" enters your brain while you're thinking of giving on some level, it's a good indicator of your motives. This mindset is fine in states of affairs that are built around some kind of exchange but we're discussing the act of giving, not friendly dialogues.

We all recognize that giving on any level feels genuinely good, but internally all types of giving are not created equal. If we give with the expectation of getting something reciprocally, we're not really letting go of whatever it is we're giving. When we don't let go entirely, we create resistance that can block the inward flow of energy. On the level of vibrational energy, the inability to let go will gear up a corresponding inability to receive.

On the other hand, once you give without anticipating something in return, you open yourself to an incoming flow of energy at the quantum level. That energy doesn't start with you, it's a giant feedback loop that we all share. There's no scarcity in the quantum field and hence no reason to be concerned about "getting your just share."

Whatever you give will return to you many times over, often in entirely irregular ways. Energy has boundless ways of evidencing in our lives. But remember, if you're giving merely to get something back, this exchange won't occur. You can't operate from abundance and scarcity at the same time. If you want to draw in abundance and be a networking superstar you must operate from abundance, like attracts like.

Think about some of the more visible ways that unselfish giving can have a good effect on you:

- Feels satisfying. When you give without requiring anything back it opens up your heart to an heightened sense of peace, love and joy.

- Arouses gratitude. Giving without anticipation will elevate your personal awareness of other people. As a result you'll feel filled with compassion and gratitude.
- Draws in giving. The Law of Attraction, shows that whatever energy you extend into your internal and external world comes back to you. The energy of giving is no exception.
- Makes you aware of restricting beliefs. When you discover your limiting beliefs to your conscious awareness, then you are able to let them go. If you're unaware of their being, they remain active in your subconscious mind. If allowed to continue, such beliefs can lead to self-sabotaging behaviors. If they continue unbridled, you may end up attracting the exact opposite of what you thought.

On some level it appears that we're all susceptible to the idea of scarcity. It's almost like running through life trying to fill up a bag with a hole in the bottom.

Energy is abundant and it's always liquid to you and through you. There's no scarcity, so don't be afraid to give without expectation.

Chapter 9:

Listening and Asking Questions

Synopsis

The two most crucial networking skills you can develop are listening and asking questions. These 2 skills will impress your clients even more than your best business statistics.

The 2 Most Important Things

Why? Because listening validates the value of other people and shows respectfulness. Talking too much is crude, dominating, and not mutual. Asking sensible questions shows sincerity and builds trust as it actively shows an interest in someone's beliefs and thoughts.

How to Be an Adept Listener

Among the most unvalued networking skills that you can easily control is the ability to listen. To get individuals excited about you and your business you need to do more listening and less babbling.

Good listening is active not inactive. To be a good listener:

- Keep up eye contact.
- Don't fidget, shift your body weight often, and never view your watch! All these matters send a message that you're bored, impatient, or not concerned.
- Nod your head to show accord but don't interrupt to make your own point or portion out your own personal experiences.
- Reply by repeating at least one key point the person you're talking with just made in the form of a question. For instance, if Cindy Miller just told you how charged up she is about a new product, ask her when it will be made available.

Adept questions follow good listening and achieve 2 very crucial things: it shows you're listening and concerned enough to ask a question and it keeps to conversation going in the direction you choose.

When individuals feel good about themselves they're more likely to feel good about you also. It's significant to show that you respect and value somebody by listening and asking the correct questions.

When networking start conversations with tidbits about yourself and your business but forever end your self-pitch with a question directed to the person you're talking to. They'll get charged up about their own answers and affiliate that excitement with meeting you.

I'm not advising that you fabricate questions just to sell yourself. I'm, however, advising you learn the art of listening and asking questions so that you are able to build sincere, lasting relationships that are rewarding for both parties.

Don't treat customers, clients, and other business associates as “moneymakers” and opportunities. Most individuals are good at recognizing “bootlicks” and are offended by insincere interest, compliments, and motions.

How to Ask the Correct Questions

Asking questions is an art. Ask the ill-timed questions and you can easily outrage somebody. But the reverse is as well true; asking the correct questions can build trust by opening lines of good communications.

Keep questions favorable and centered. For instance, if Yolanda Winston tells you how difficult it was to downsize and lay off employees, a effective reply would show empathy and pose a question to redirect her ideas:

- A Effective Response: “That must have been difficult for you given how much you like your employees (empathetic listening). Do you believe the economy will improve for business owners over the next quarter?” (Refocuses the conversation’s topic to the economic system and away from the layoffs while indirectly allowing Yolanda know that you ascribe her downsizing to the economy and not her personal failure.)
- A Hapless Response: “Don’t feel badly, a lot of businesses are discontinuing workers (when sharing personal struggles, few individuals like to be compared to other people; it's dismissive). You’ll do better next year (disinterested; patronizing).”

Ask a question that's on-topic if possible. If the topic is damaging don't just suddenly alter topics. This will make the speaker uncomfortable. Rather, give an

empathetic reply to show support then ask a question to redirect to something that's still related, but lets the speaker respond with something a bit more favorable.

Chapter 10:

Make Networking Fun For You

Synopsis

Keep it fun and you will keep going back.

Fun Is Better

I Detest going to events where I don't know anybody and standing around making small talk with unknowns. Regrettably, some individuals think that networking is only about attending events, and if they don't like events, they believe they can't be effective networkers. I take issue.

Networking is merely about producing and nurturing relationships with others. You are able to find infinite ways to do that and to have fun at the same time. The more fun you have, the better you'll be, and the more probable you'll be to continue your attempts.

If you believe networking events aren't fun, ask what would make an event fun for you. Here are a lot of suggestions to get you started.

- Expect to have fun. Your mental attitude when you prepare and attend a networking event makes more difference than just about anything else. Whenever you go expecting to have fun, you're more probable to have it.
- Invite a friend to go with you. You are able to walk about talking to individuals together and each can say something about the other. It's more amusing and more effectual.
- Center on other people, not on yourself. When you're centered on other people, the time seems to fly and you have more fun.
- Introduce individuals to one another. Most individuals like to be a connector.
- Make yourself the unofficial master of ceremonies. Masters of ceremonies generally enjoy their own parties.
- Check into the type of event before you go to make certain it matches what you're seeking — an event with twenty individuals has very dissimilar energy than an event with two hundred individuals. Where is the event

being held? Will there be music? How trashy will it be? What kinds of individuals will be there?

- Set a time to depart before you arrive. Then you won't feel like you have to stay till the end.

Here's a list of other enjoyable networking activities.

- Pick up the telephone. Call former customers to say hello and ask how they're doing. The holidays provide a perfect reason to be in touch.
- Call current customers for a non-work reason. You are able to tell clients how thankful you are for their business or you are able to ask them about their holiday plans.
- Invite a current or former customer or prospect to a sporting event, symphony, play, lecture or other activity you like. During the holidays there are many more chances for social activities.
- Find a cause that you care about and function on the organization's board of directors. Then make it a point to get to know your associate board members.
- If you don't want to serve on a board, volunteer in additional ways. Pick volunteer actions that will put you in contact with others, not activities that you do by yourself. Infinite organizations seek additional volunteers during the holidays.
- If you're gifting holiday presents, deliver them personally so you have a chance to talk to the individual as well as give the gift.
- Mail a card. Hand-write a letter. Compose an e-mail. To get more attention in the middle of all the holiday cards, send a New Year's card.
- Host a party.

- Connect with a group that does activities you find fun — hiking, skiing, snowshoeing, running, stamp collecting, knitting, to name just some. There's a group for every activity you are able to conceive of.
- Visit a customer's work site.

I challenge you to produce your ideas for networking fun and see how much more you savor the process.

Wrapping Up

Networking is a way of life. Great networkers don't wait until they require something to network. They network always and always to guarantee they have the resources they need when they require them.

That being said, eminent networkers are not in the game simply to get other people to help them. They're there to make friends, grow relationships, and aid other people. They put other people ahead of themselves and acknowledge that getting the aid of other people comes as a result of living your life in a giving and generous way.

All the Best to You!!!