

Tip Time Tuesday



Rules & Tools

There are a few rules and tools to remember when you're out on the networking jobsite.

Rule # 1 – You're there to ask questions. Gather information from the people that you meet to determine if you or someone in your network can use their service, product or profession. Find out what is truly unique about that person. *Tip – Service isn't that unique.*

Tool # 1 – You've got your business cards with you all of the time....right? When you receive a business card – study it, take your time. There is a list of questions that you can develop just by “studying the card”. Start by looking at your own card. What does your card say about you? *Tip – be ready with 3 questions i.e. When did you? Why did you? How did you?*

Happy Networking,



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