

Mingla Mera

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Want to build your business? Meet new people? Get a job?

NETWORKING – THE TOP TEN TIPS

- Know in advance exactly what you want to get out of this event. Identify your key people on the attendance list and research them – their company website, LinkedIn and other media sites.
- Prepare a 7-9 second self-introduction. In ENGLISH and in SWEDISH....tuned to this event.
- READ... newspapers, relevant professional journals, media sites for conversation starters.
- Take the time for small talk and make it relevant... in this business climate you must make sure people remember you fondly. Liking leads to trust, trust leads to business.
- Plan your time and keep moving - make sure you meet everyone you need to.
- Be prepared to initiate and share information – you must give first to receive.
- Bring LOTS of business cards. FREE EXTRA TIP: A smooth way to exit a conversation is to give your business card to the person as you move on, not when you first meet them.
- Hold a glass or plate in one hand to help you feel more comfortable – it acts as a buffer zone and prop.

For more great ideas, get in touch with Mary-Rose Hoja at:

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