SUCCESSFUL NETWORKING TIPS

1) Talk to everyone you meet or as many people as possible.
2) Smile and look at people directly in the eye.
3) Ask people you meet for their card.
4) Write notes on the back of it so that you remember who they are.
5) Always carry your card to give to others.
6) Follow up with an email or phone call.
7) Express your pleasure at meeting them or getting to know them better.
8) Set goals to meet a certain number of people within a certain time period.
9) Be genuine and authentic.
10) Building trust in relationships and serving others expands your sphere of influence.
11) Join as many groups as you can that spark your interest.
12) Get involved and make friends there.
13) Become a powerful resource for others to succeed.
14) Have a clear and concise way of explaining what you do in law to others.
15) Articulate your personal and professional goals to others.
16) Follow through quickly and efficiently on referrals you are given.
17) Call those you meet who may benefit from what you do and vice versa.
18) Express that you enjoyed meeting them, and ask if you could get together and share ideas.