

Ace Your Networking

Posted by [Coach](#) • November 11, 2009 • [Printer-friendly](#)

4 Useful Tips to Help Hone Your Networking Skills



Have you hit a stalemate at networking events?

Has your list of new contacts waned?

If so, now is a great time to **polish your networking skills**.

Build your networking know-how by learning about the ***PREPARATION AND AWARENESS*** it takes to really connect with people.

[C.A.K + Associates](#) presents these 4 dynamic tips that will help guide this process - and get **YOU** more bang for your buck at your next business event.

1. Think About Your Intentions.

Always think about your intentions when you enter into a networking situation.

Top Lawyer Coach, LLC
601 Penn Street
Fort Worth, TX 76102

817/992-6711
newman@toplawyercoach.com



Ask yourself if you are only there to benefit yourself or are you thinking about how to help others grow their businesses, too? People sense immediately if you are networking with a "what's in it for me" attitude. Focus on others and people will pick up on the fact that your intentions are good.

2. Know that Networking is a Two-Way Street.

Think about how you can help or add value to others. Become a [power broker](#) by offering up a resource or contact that might help them. As you talk to a new contact, think to yourself, "What referral can I give him that will help him?" People never forget the favors you do for them that are given generously, without expectation of reward. The truth is that rewards **do flow back to you**, when you network with a "you-focused" attitude.

3. Go Early and Stay Late.

This is a tough one with our busy schedules and loved ones, but often some of the best connections come from the quieter moments of the events with less chaos. You will find it easier to connect with someone if crowds of other people are not competing for your attention.

4. Be Present and Engaged.

Look people in the eye when you meet them; stay present throughout the entire conversation. Stop checking your cell phone for e-mails or texts.

Remember, if you **stay present** and **remember your intentions**, those few moments of discomfort will be worth all your new connections.

Top Lawyer Coach, LLC
601 Penn Street
Fort Worth, TX 76102

817/992-6711
newman@toplawyercoach.com

