

Livonia Junior Chamber
 January 21, 2014, 7pm
 Livonia Public Library
“The Fundamentals of Networking”



What is Networking?

Some definitions:

1. **Networking is sales.** This leads to frustration because you will almost never succeed.

2. **Networking is taking advantage of others without letting them know you are doing it.** Unless you are a sociopath, believing you have to be a deceitful, manipulating user puts a barrier in the way of your networking.

3. **Networking is the process of building long-term, mutually-beneficial, give-and-take relationships.** Your goal is to make friends.

Why Networking?

The benefits of networking

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

Before the Event

Your networking toolkit

1. Schedule
2. Pen
3. Notebook
4. Business Cards
5. Card Holder
6. Name Tag
7. Clothing

Your Goal:

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Greg Peters, Superhero-in-Residence
 Website: <http://thereluctantnetworker.com>
 Blog: <http://thereluctantnetworker.blogspot.com>

Additional Resources: <http://bit.ly/LxKN6d> OR use the QR code above OR <http://thereluctantnetworker.com/special-gifts-LivoniaJC>