

# How to Network Yourself

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Why Network?



How Can I Be of  
Service?



Be of Value



## Prep: Elevator Speech





## Prep: Networking Events



Leave the House

# How to Network Yourself

- Arrive early
- Have meaningful conversation (FORD)
- Make eye contact
- Set a time limit
- Set goal for number people met
- Have an exit plan



# How to Network For Beginners

- Pretend you're playing a role
- Give yourself rewards for completed tasks
- Everyone feels just as awkward
- If the Vibe isn't there don't force it
- Take a friend
- Keep practicing!



# The Follow Through

- 5/25/150 Rule
- Say yes to the first ask and FOLLOW THROUGH
- Stay in the loop
- Add them to your contact distribution



Repeat