

NETWORKING TIPS

Networking is meeting people, building relationships, and sharing information for the benefit and support of people in the network.

Being a networker means being responsive to the people and circumstances around you. (Donna Fisher & Sandy Vilas *Powerful Networking*)

Don't be afraid to approach people. Strangers are merely friends you haven't met yet. When you focus on the other person's comfort, you forget your own self-consciousness.

Introduce yourself in a way that is clear, concise, and personable, and that generates interest. (Donna Fisher & Sandy Vilas *Powerful Networking*)

Act as if you are the host instead of the guest. Reach out to people standing by themselves. Introduce people to each other. People will respond as you demonstrate care and concern for others.

Small talk is a style of conversation that allows people to get to know one another in a non-threatening manner. It leads to discovering commonalities and opportunities. When you show an interest in learning more about others, small talk leads to connection, trust, and rapport. (Donna Fisher *How to Increase Your People Power*)

Listening is the heart of communication, but most people listen as if listening is simply a matter of not talking. Masterful listening means giving your full attention to someone else to create a connection that goes beyond the words that are being said. It is through listening that people connect and develop trust and rapport. (Donna Fisher *How to Increase Your People Power*)

The secrets to success lie not in what you do, but in how you relate to yourself and the world around you. The power of networking is in the human interaction and the personal value generated through that interaction. (Donna Fisher & Sandy Vilas *Powerful Networking*)

Giving is a powerful way to activate your network, because human nature inherently provides the desire to respond in kind. What you give always comes back in some form because that is the design of the law of giving. (Donna Fisher *How to Increase Your People Power*)

People don't care about how much you know until they know how much you care. (Harvey B. Mackay *Swim with the Sharks Without Being Eaten Alive*)

Make sure respect is present in everything you do and say. Respect creates a feeling of honor, which nourishes people at a soul level. (Donna Fisher *Word-of-Mouth Marketing Fuels Success*)

It's not who you know, it's who knows you. Create visibility through participation. Serving on a committee or board of an organization provides an enhanced opportunity to learn, grow, participate and contribute. The more you give by participation, the more you will receive. As a committee or board member, you will gain stature as a participant, contributor and leader. You will be known as a giver, not just a taker. (Donna Fisher & Sandy Vilas *Powerful Networking*)

Networking involves both giving of yourself as a resource and recognizing others for the resource that they are. Everyone has special skills and abilities that can be useful to others. In defining your expertise, identify what you are adept at, experienced with, trained in, or natural with. (Donna Fisher & Sandy Vilas *Powerful Networking*)

People are often hesitant to ask for help or information for fear of rejection or concern about bothering people. The power of asking is that it builds relationships, and allows people to get involved in creating opportunities. Asking for help and information is a way of including people and actually acknowledging them for the contribution or knowledge they have to share. (Donna Fisher *How to Increase Your People Power*)

Praise calls attention to the good, the helpful, and the positive. By praising others, you bring people to a higher level of energy and awareness. Humans thrive on positive reinforcement. (Donna Fisher *How to Increase Your People Power*)

Networking is choosing interdependence over isolation and realizing the power of cooperation over competition-it links people and information to one another for the mutual benefit of everyone involved. (Donna Fisher *How to Increase Your People Power*)

Relationships grow and develop best when they are given time, energy and caring attention. Staying in touch with people will keep your network alive and well. (Donna Fisher & Sandy Vilas *Powerful Networking*)

Networking is about results and relationships, effectiveness and efficiency, graciousness and persistence. It encompasses trusting and requesting, generating business and promoting others, giving information and accepting support. (Donna Fisher & Sandy Vilas *Powerful Networking*)

Networkers never try to accumulate power; they circulate all that they have, and encourage others to do the same. (Wayne W. Dyer *You'll See It When You Believe It*)