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BRING OUT THE BEST

Kim McGuinness

The 7 habits of highly effective networkers

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The 7 Habits of Highly Effective Networkers

Kim McGuinness



Today



We are
beyond
basics

What are the
7 habits?

2 key things

Get to know
each other

Analyse our
networks

Create
networks

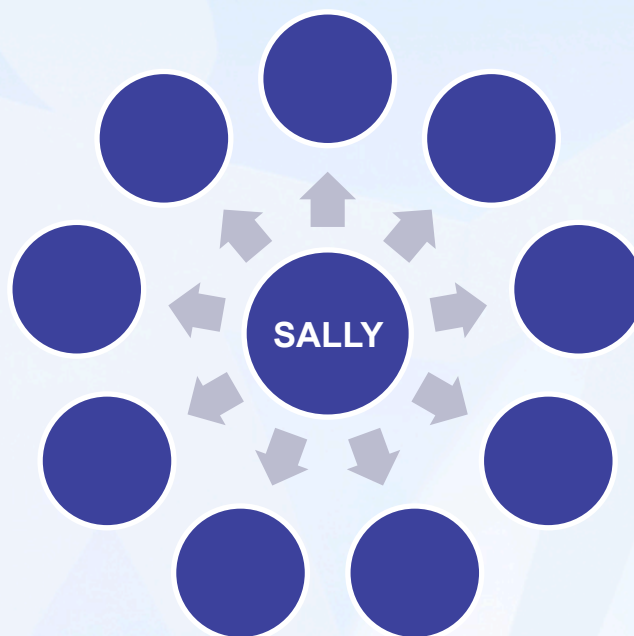
Action plan
for networking
events

Understand
systems and
follow up

Sally and Olivia

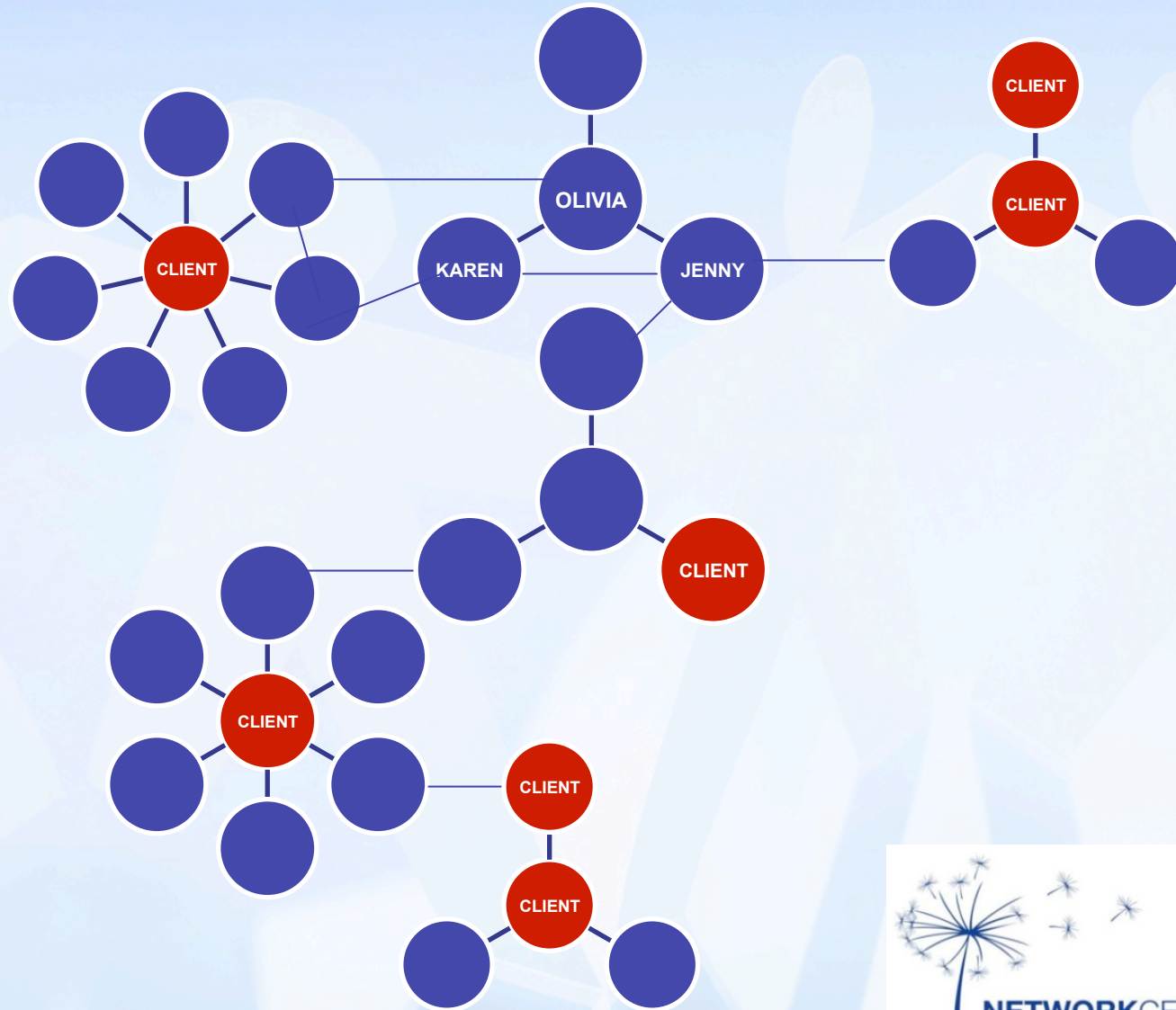


Sally and Olivia





Sally and Olivia



Habit #1



Effective networkers
really listen and are
grateful



Habit #2



**Effective networkers
are respectful
...and use names and
cards appropriately**



Habit #3



**Effective networkers
give without
expectation of
return**



Habit #4



**Effective networkers
connect others
...even competitors**





Who can you connect?

00:00



Habit #5



Effective networkers
are proactive and
RELIABLE



Habit #6



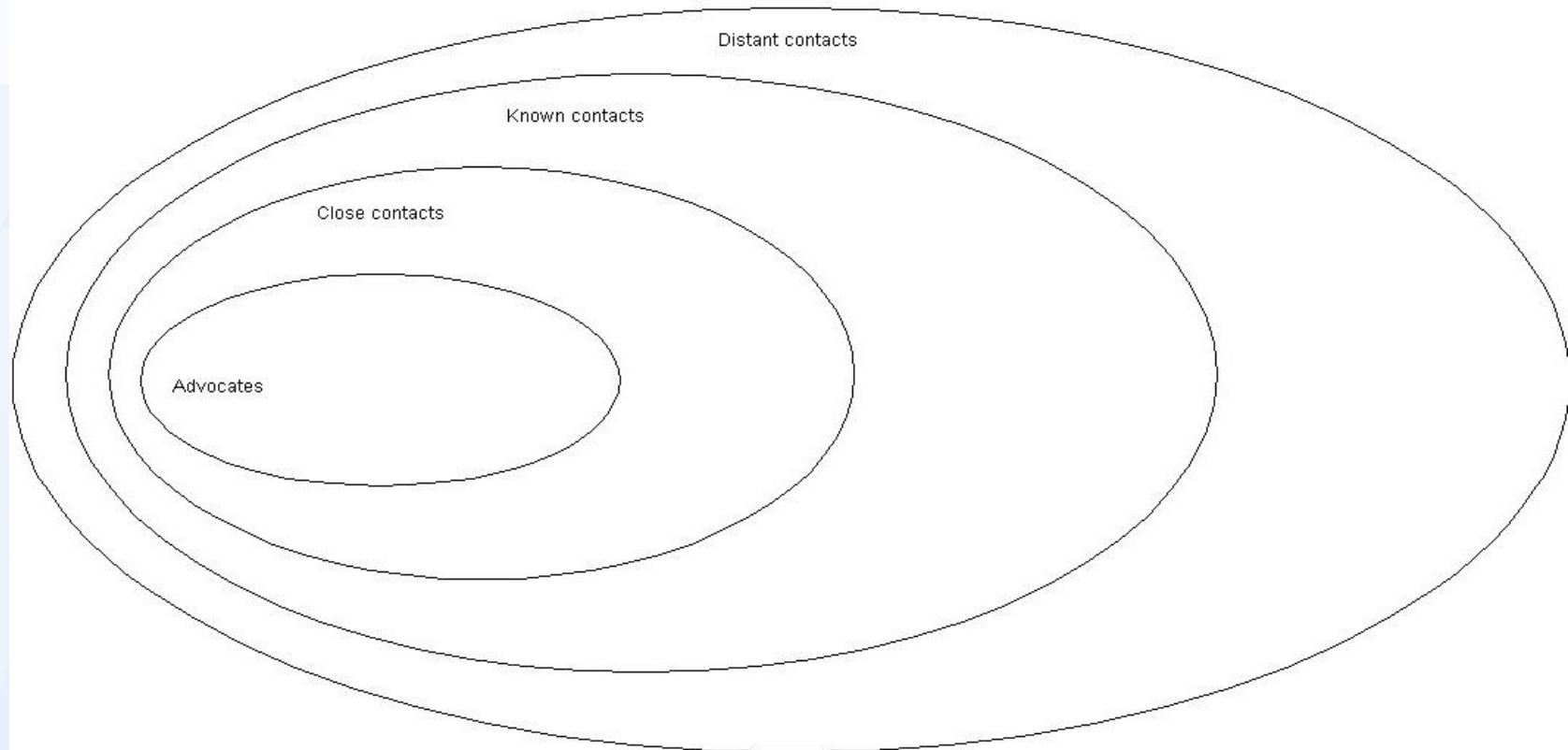
**Effective networkers
plan and use
manageable
systems**





Who's in your network now?

PERSONAL NETWORK ANALYSIS



Networking groups I attend:

Other networking groups I know:





Analyse your existing network

00:00

Database design



Organisation

- Centralised list
- Search ability
- Sort function

Information

- Contact information
- Little things
- Contact & referral history

Group Tracking

- Advocates etc
- Event invites
- Prospects



Habit #7



**Effective networkers
follow up
...always**





You can't build a reputation on
what you're going to do.

Henry Ford







Thank you!

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