

## 9 tips on how to be a networking superstar.

There must be literally dozens, but here are my #masterfixer tried and tested 9 top tips on how to be a networking superstar!



Set yourself a goal for the networking event. A great goal is to connect and build a relationship with 3 new people.

Practice your “elevator pitch” how can you describe your business and what you do in 60 seconds.



Be generous with your time and interest. Ask lots of questions, people like to talk about their business and themselves.

Focus on building relationships and make new friends. People will recommend you when they know, like and trust you.



Remember there is always room for improvement, so keep working on your skills.

Be open to meet and try something different. Diversity is good in any business.



Before the event find out who will be attending and do your research. Remember Bridget Jones at that drinks party!

Maintain your contacts and always follow up 24 – 48 hours after the event. Saw hello, and refer to your conversation. Don't just spam the emails on the business cards you collected – no one likes that!



Finally be memorable, not vanilla. Wear something dramatic, share something funny, and aim to be the person everyone wants to connect with.

Remember like everything it takes practice. Networking superstars are not born that way, they have to practice, practice, practice and they can all tell you their own horror stories. It does take time, so practice your skills and have some fun with it! 😊