

Speed Networking Form

How to do it right and effectively grow your business

TIP#1

Always Remember: The more you talk . . . The less people Listen!

In general, these are the items you'd want to offer and more importantly, take away from a networking event.

Individuals Name: _____

Business Name or Type of Business they're in: _____
(Have Business Card Ready or Info to Exchange)

What problem is their business solving or What solution does it offer?

This is the most important fact that you want to give away about your business. Keep in mind, most people neglect to give away this important fact in their own 30 sec pitch.

What's an interesting personal fact about the person? (Children, favorite hobbies, favorite color, etc.)

Try to keep it brief by choosing only one fact: _____

Bonus Topics:

What is the most challenging concern that you are having with your business?

Do you have a mentor or "Entrepreneur Buddy" you can call on for support? YES NO

If yes, how have you found it helpful? _____

TIP#2

End with a CALL TO ACTION: Here are some suggestions . . .

- Do you mind if we keep in touch . . .
- Would it be okay, if I contacted you sometime next week . . .
- Would you Like my Facebook page . . .
- Would you be open to me featuring you in an article on my blog or website . . .
- Would you mind featuring my company in an article on your blog or website . . .

TIP#3

Always come from a "GIVING" perspective:

The more you can offer to someone else, the more you'll get back in return. Even if it's as little as forwarding a helpful business article to someone with a note: *"Thought this might be of interested to you. Hope your daughter Jenna is doing well or Hope your making it to the golf course these days and not working too hard. Have a great day!"* You'll be surprised! Thoughtfulness goes a long way.