



Networking is a Contact Sport

by Joe Sweeney

To help you become a better networker, keep these four themes in mind

• ASK

- *You have to learn how to ask good questions*
- *The ability to make interesting and thought provoking inquiries help turn you into an excellent conversationalist*

• LISTEN

- *Listen actively*
- *Listen closely to what is being said that could present you with an opportunity to offer help, or advice*
- *Look for ways to give, not get*

• TAKE ACTION

- *Be the person who always follow up*
- *Those who offer to act and do are not forgotten*

• BELIEVE AND RECEIVE

- *Have faith in yourself and what you're doing*