

THE TEN BEST NETWORKING TIPS FOR WOMEN OWNERS WHO DON'T HAVE TIME TO WASTE

1. Don't view networking as selling time
2. Pick networking events you might actually enjoy
3. Prepare how to project yourself and the business
4. Use events as your test lab for experiments
5. Bring your business cards; ask for others'
6. Aim for real connection with 1 or 2 people
7. Ask better, relevant questions *(See also Great Questions)*
8. Listen for opportunities to make introductions
9. Follow up to keep a good conversation going
10. Use a process to track results of your efforts