10 Tips for Successful Business Networking

1. **Keep in mind that networking is about being genuine** and authentic, building trust and relationships, and seeing how you can help others.

2. **Ask yourself what your goals are in participating in networking meetings**.

3. **Visit as many groups as possible that spark your interest**.

4. **Hold volunteer positions in organizations**.

5. **Ask open-ended questions in networking conversations**.

6. **Become known as a powerful resource for others**.

7. **Have a clear understanding of what you do and why, for whom, and what makes your doing it special** or different from others doing the same thing.

8. **Be able to articulate what you are looking for and how others may help you**.

9. **Follow through quickly and efficiently on referrals you are given**.

   - Call those you meet who may benefit from what you do and vice versa.

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