

IT'S SIMPLE

**YOU JUST HAVE
TO DO IT**

ARE YOU READY

**GET OUT OF
YOUR COMFORT
ZONE**

**MEET NEW
PEOPLE**

**IT'S ALL ABOUT
RELATIONSHIPS**



**AUTO
HOME
LIFE
BUSINESS**



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**NETWORKING
101**

SHOW UP

FOLLOW UP

SHOW UP AGAIN

...REPEAT



SHOW UP

Involve yourself in different organizations. Attend meetings. Manage your time so that you can show up and follow up.

FOLLOW UP

Hand write them a card. Send an email. Make a phone call. Schedule a one on one.

SHOW UP

Keep going to the meetings. Keep getting involved. Keep volunteering. Keep showing up!

be positive

listen

offer to help

be consistent

personal touch

business card

CRM

open network

closed network

TIPS

LISTEN MORE, TALK LESS

The irony of being a good conversationalist is that talking isn't the most important piece, listening is what makes you memorable.

ADMIT WHAT YOU DON'T KNOW

A good conversationalist isn't afraid to show they don't understand. So many people shoot themselves in the foot, because they're trying to come across as all-knowing or perfect, but letting the other person in on your lack of understanding can actually be flattering to them.

INTRODUCE OTHERS

If you're in a group setting and you meet someone new, introduce them to others that you know at the event. This will not only build great rapport with this individual but they may return the favor at a future event.

SCHEDULE A 1 ON 1

Group settings are great to meet new professionals but having a one on one meeting with someone over coffee or lunch takes it to another level. This could turn into a great business relationship or even a friendship.

*I've met some of my best and very good friends through networking!

