



Effective Networking for the 21st Century

DJC has experience effectively networking; however, that was not always the case. Before 2009, I did not network, know how to network and did not understand the importance of networking until I built my business. At first, networking was uncomfortable but now, I enjoy it, appreciate the value networking brings and do it every day.

How to effectively network when you dread it:

1. Make networking conducive to your personality
2. Build relationships prior to the event
3. Bring others with you
4. Look for others who are uncomfortable

The only two things you need to keep in mind when networking:

1. Be a better listener
2. Ask the questions



Thank you so much for presenting plenty of positive [information]. ~ CC

Your [information] is just too important to be missed. ~ MS

Love, love, love your ideas, so refreshing. ~ KM

Contact:
Debra [Deb] Olejownik
deb@djccoreconsulting.com

- *Direction of Energy*
- *The ART of Networking 7 Steps*
- *Ultimate Networking Goal*
- *Traditional vs Virtual Networking*

Let's Talk About:

- *Rating cards & contacts*
- *Networking Exercise*
- *Connecting*
- *Giving referrals*
- *Time management*
- *Follow up*

TRADITIONAL VS. VIRTUAL NETWORKING STATS

- **95%** say face-to-face meetings are essential for long-term business relationships.
blog.hubspot.com
- **90%** internet users 18-29 used social networking sites between 2005-2013
- **78%** internet users 30-49 used social networking sites between 2005-2013
pewinternet.org/fact-sheets/social-networking-fact-sheet/

