



"What's Working With Networking?"

There is a fortune waiting for you!

You will learn sales strategies to leverage your personal connections and grow new business.

We will learn:

- *What Is Different With Networking Today?*
- Why Your Network Is YOUR Guiding North S.T.A.R.R.
- Proven Lead Generating Tips
- How To Use Connections For Bookings, Recruits & Sales Now (& In The Future) by building genuine relationships
- How To F.O.R.M. Fast Friendships before, during & after your shows
- Follow Up Tips To Make Yourself Unforgettable

Find Some New Ways To "Network To New Work"



1. It Takes 50% More!

That means we need to:

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2. Why Networking Is Different Today?

Effective Networking Today Is About:

Networking Has Become More Challenging & Complex Because:

Networking is not:



3. People In Our Network Serve Different Purposes And Multiple Roles.

**S -
T -
A -
R -
R -**

Networking By Definition American Heritage Dictionary:

Network - (Verb) To Interact Or Engage In Informal Communication With Others For Mutual Assistance Or Support.



**4. Lead Generation Tip
Follow Your Interests – Find People Like You**

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5. Strategy

Make Connections For Bookings, Recruits & Sales Now (& In The Future. Build genuine relationships–Focus On Who's In Front Of You.



6. Strategy

Build Rapport–How To F.O.R.M. Fast Friendships before, during & after your shows.

**F.
O.
R.
M.**



7. Strategy

Focus On "Unforgettable Follow Up TM" That Helps You Stick.

80%

5th -12th

90%

5.12

6x's

Tactics:

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"The More Hi-Tech We Have Become, The More Counter Balancing Hi-Touch We Need." – John Naisbitt, Megatrends Author



8. Strategy
For Unforgettable Follow Up™ – Get Coffee!



9. Concept Of 'Ubuntu'



10. *"Be a lamp (to light up others), be a lifeboat (to help others) be a ladder (to help others up)."* – Author Unknown

Get into Action.

1. Review your notes today and create your plan for making connections.
2. Find a new place to network. Change your circles.
3. Follow up with someone you have met and want to know better. Schedule a coffee meeting.
4. Start a conversation this week with someone in an informal setting.
5. Help someone in your network find a new customer, share a resource (like me) or toot their horn.



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Wacky Wednesday, "Follow Up Focus Day" Teleclass
Have Barb Girson As Your 'Follow Up Coach For The Day!

Day: Weds

Times: 10:00 AM & 1:00 PM & 7:00 PM

Date: July 15

Where: Teleclass (Attend 1, 2, or all 3 Time slots)

**Would you like to build some follow up skills?*

**Can you use a shot of motivation and support to inspire you to get your follow up calls done?*

**Are you in need of some new telephone word choices?
And effective voice mail strategies?*

Here's how it works:

1. Attend 1, 2, or all 3 Teleclass sessions to help you build those follow up skills.
2. Make the morning 'pick me up call', make your phone calls and dial in again at 1:00 PM and 7:00 PM to get tips to help you increase your results. If you have 3 negative responses in a row, make your next action to email Barb for HELP!
3. Bring your leads responses to the group calls & we will coach to the group. You will learn by hearing other's questions.
4. *Focus on follow up on Wacky Wednesday & enjoy freedom to focus on other fun/tasks the rest of the week.*

Teleclass presented by Barb Girson, Your Coach for the Day

ONLY \$25.00 for 1, 2 or all 3 sessions + email access during the day.

www.MySalesTactics.com

Contact: Barb 614.855.0446 or Barb@mysalestactics.com

TO REGISTER

<http://tinyurl.com/Barb-sFollowUpCoaching>

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Please email Barb@MySalesTactics.com with the best 3 tips you have heard on this call.

1.

2.

3.

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