

Feet on the Street

Serving Small Businesses



Top 10 Tips To Network Like a Pro

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Michigan Small Business & Technology Development Center™

Networking . . .

- Builds relationships
- Increases your visibility
- Creates opportunities
- Allows you to share knowledge
- Is an acquired skill

1. Pick the Right Events for You

“The two most important requirements for major success are: first, being in the right place at the right time, and second, doing something about it”

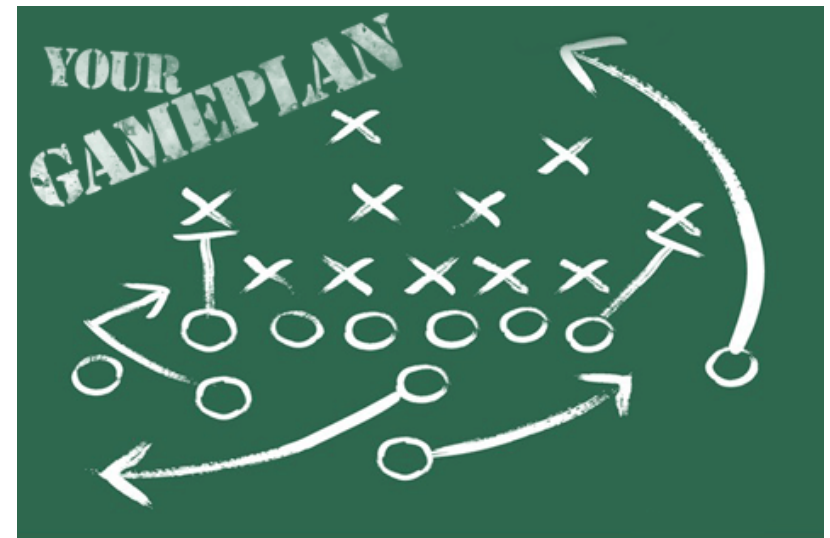
~ Ray Kroc



2. Have a Game Plan

“Spectacular achievement is always preceded by spectacular preparation.”

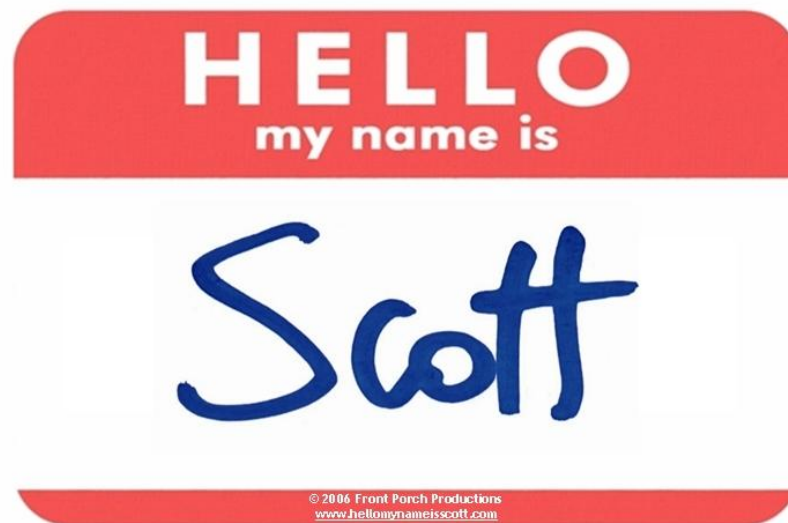
~ Robert H. Schuller



3. Always Wear a Name Tag

“Strangers are just friends who you haven’t yet met.”

~Will Rogers



4. Don't Blanket the Room with Business Cards

*“A good name will
shine forever.”
~ Proverb*



5. No Noshing Allowed

*“It's not called
net-sitting or net-eating.
It's called networking.
You have to work at it.”
~ Ivan Misner*



6. Listen More than Talk

*“If you want to be interesting, be interested in others”
~Dale Carnegie*



7. Network with a Buddy (A Tip for Introverts)

*“I felt it shelter to
speak to you.”
~Emily Dickinson*



8. Be the Connector (A Tip for Extroverts)

*"It is true that you
can succeed best
and quickest by
helping others to
succeed."*

~ Napoleon Hill



9. Have an Exit Strategy

*“Look on every
exit as being an
entrance
somewhere else.”
~Tom Stoppard*



10. Follow Up

"Action is the
foundational key
to all success."
~ Pablo Picasso



Michigan SBTDC Services

Four core services are provided by the Michigan SBTDC:

- No cost 1:1 consulting
- Business education through workshops
- Information based planning through (secondary) market research
- Technology commercialization

Michigan SBTDC Business Education

The SBTDC provides numerous business education programs to help entrepreneurs and business owners to launch and grow their businesses.

| Entrepreneurial Series: Fundamentals of... | Focused Topics | Industry Specific |
|---|---|---------------------------------------|
| Starting a Business | Essentials of Internet Business | Fundamentals of Starting a Restaurant |
| Writing a Business Plan | Succession Planning | The Retail Survival Guide |
| Financial Management | Tax Time: How to Avoid Business Tax Panic | Retail Inventory Management |
| Marketing Your Business | Five Keys to Achieving Fiscal Fitness | |
| Business Legal Issues | Selling in the 21 st Century | |
| | FastTrac NewVenture | |
| | FastTrac GrowthVenture | |

The Michigan SBTDC™

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