

THE RULE OF 3 FOR SUCCESSFUL NETWORKING

Authentic Self

- Bring the signature dish of who you are to the meeting.
- Your energy, enthusiasm and total self make the strongest impact.

New Lead

- Listen first, then suggest second.
- Lead can be business, networking, or social media related.

Brilliant Idea

- Research before the appointment and come prepared. What might they be missing and how can your innovative ideas spark their imagination?

When going to a networking meeting, or initiating contact with someone, make sure to use the “*Rule of 3.*”

When we give, rather than expect we leave an incredible impression on the people we meet. First, we’ve thought enough about them to research their needs, business and experience beforehand, and secondly, we value their time enough to present our authentic selves. Succeeding in Networking really is, this easy. No recipe involved.

Be Authentic. Be Memorable. Be Brilliant.



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