

The Heart of Networking Presentation

The North Perimeter Chapter of

Georgia Society of CPA's

I Introduction

- a) Brief overview of Networking Principles

II) Characteristics of Great Networkers

- a) Available
- b) Character and Integrity
- c) Charismatic
- d) Passionate

III) Seven Habits of A Successful Networker

- a) Get Organized
- b) Know Your Target Contact
- c) Communicate On a Meaningful Level and Often
- d) Never Burn Bridges
- e) Do Your Homework
- f) Never Discount Anyone
- g) Make a Multi-Pronged Approach
- h) Volunteer

IV) Two Secrets

a) Servant Living

b) Love

V) Recap