

2017

Networking!



Monthly Newsletter | Miguel Palomares November 2017

My career has been built on a foundation of trusting relationships that I have developed over the years. Relationships take time to acquire. Trust is earned through our actions. And networking gives you the opportunity to meet people outside your circle to get fresh ideas and find new opportunities! When you interact with others, being honest and upfront will serve you well. More importantly, if you network smart, you will spend more time with people that will help you reach your goals. In lesson #8 of my E-Book, [Dream to Achieve](#), I mention that the time you spend with people will define your future. The time you invest in networking with the *right* people will yield the results.

We have **Beth Bridges**, a dear friend and an expert on effective networking strategies. She attended over 2500 networking events in 10 years and now is a *Speaker, Author and Trainer*, enthusiastically helping people network effectively.

Beth Bridges ... The Networking Motivator



What is the main purpose of Networking?

The purpose of networking is to make your personal and business life easier! A strong network can help you find and land a job faster, help you find and land new clients faster, and will help you learn and get good at almost anything. Think of a network like a team: each person works for themselves and each other. That makes the whole

team more successful and makes the individuals do better.

Should I even bother? I am not good at it.

No one is instantly good at everything. Networking is a **SKILL**, not a talent. And like any skill, it can be learned and you can definitely get good at it. The first thing to do is understand how you can help other people first. If you're just starting out in school or career, you might "help" other people by letting them share their wisdom. In other words, **LISTEN**. Everyone loves to give advice! Just be sure to listen to people who are doing the right things to make their own lives and other people's lives better.

What mistakes do people make at Networking Events?

The biggest mistake people make is to think that networking is all about selling. They try to introduce themselves, give their pitch, and make the sale all in the first meeting. That's more like a cold-call! Cold-calling can be a good business-building or job-finding strategy but it takes a lot of calls and meetings. Hundreds. Instead, work on getting to know people and building a relationship. Then, a much larger percentage of people will be willing to help you, buy your product, or refer you.

What is your best tip for getting started?

Start by learning about the true purpose of networking, which is to be able to give value and help to others so you can get value and help for yourself. Find out where the good Networkers are going (chamber of commerce meetings, association luncheons, etc.) and go there. If you don't know what to ask or talk about, tell them you're new to networking and what advice would they give you. You'll gain a lot of knowledge and start building relationships.

Buy her book [Networking on Purpose](#) or visit Beth's website at www.thenetworkingmotivator.com

So you know....

Breakfast with Speakers!

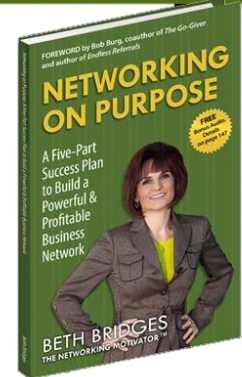
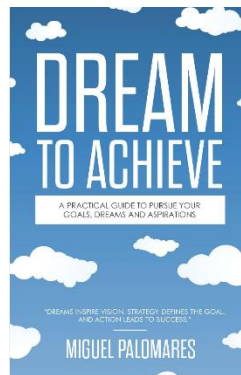
Friday Nov 10th at 7am



By invitation only. Ask Miguel

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