

Pollinate your Business!

Networking Organizer & Idea Starter

Here's an organizer and idea starter to help you keep track of your contacts that you've made through networking.

Write down the week and your contact goal for the week - the number of contacts that you want to make.

Be Prepared.

Have your business cards ready to hand out. Have brochures or small product samples ready to give. Be sure that you are wearing your attention grabber – a purse, a pin, anything that will attract attention.

Do you have your thirty minute commercial ready? Concentrate on the benefits of your product. What will that person get out of using your product? Write it down here:

Be Giving.

Think of how you can serve others. The more you give, the more you will get in return! Think of service organizations that you can donate your product or your time.

Be Fun.

Face it. People are naturally drawn to fun people. I can't be the "Fun Factor." Do a self-reflection and ask yourself,

Am I having fun?

Are other people around me having fun?

Am I a positive person?

Do I smile at people?

Do I make a connection with other?

Be Persistent.

Keep buzzing and spreading your pollen! Most people do this for a week and then tell themselves, "It's not working," and then give up. DON'T GIVE UP! Keep planting those seeds of success! This isn't easy, so roll up your sleeves and dig in!

Be Positive.

Put your smile on and go out there to network today for a BIG business tomorrow!

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Week: _____

of Contacts Goal: _____

| Friends/Relatives | Phone # | Date Contacted | Gave Info | Follow-up Date | Results |
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| Acquaintances/ Neighbors | | | | | |
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| Kids Friends | | | | | |
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| Church | | | | | |
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| Associations | | | | | |
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| Volunteer Groups | | | | | |
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| Co-Workers | | | | | |
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| Clubs | | | | | |
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