

AWE 2006 Varese

Global Networking

Jane Middleton



# Networking is not:-

- Handing out as many business cards as possible
- About YOU

# Networking is:-

- Making friends
- About listening
- Seizing the moment
- Research
- Making introductions
- Proactively supplying information

# Global networking:-

- Language
- Understanding different cultures
- Remember the time differences
- The world is a small place

# Successful networking:-

- Always carry cards – Golden Rule
- Record details of contacts
- Follow up on meetings
- Return calls/emails promptly
- Share contacts
- Keep in touch
- Survive the snub (put down)
- ENJOY IT!!!!!!