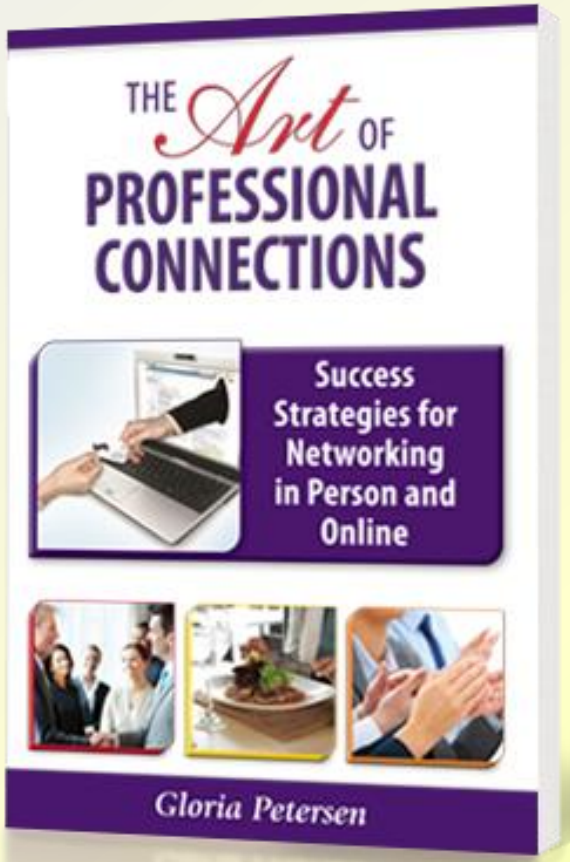
Arizona Department of Housing

15th Annual Arizona Housing Forum

Successful Networking



Global Business Protocol

What are Your Networking Roadblocks?

Prospect!

Discover Your Nuggets of Gold

Make Yourself Known

- ❑ Conference Reception
- ❑ Between Session (Corridor) Discussions
- ❑ Table Discussions
- ❑ Award Ceremonies
- ❑ Meet Your Sponsors
- ❑ Meet Your Speakers
- ❑ Closing Ceremony
- ❑ Ongoing Community Forums

How?

Start with YOU!

Welcoming Expression

Confident Posture

Memorable Departure

Then

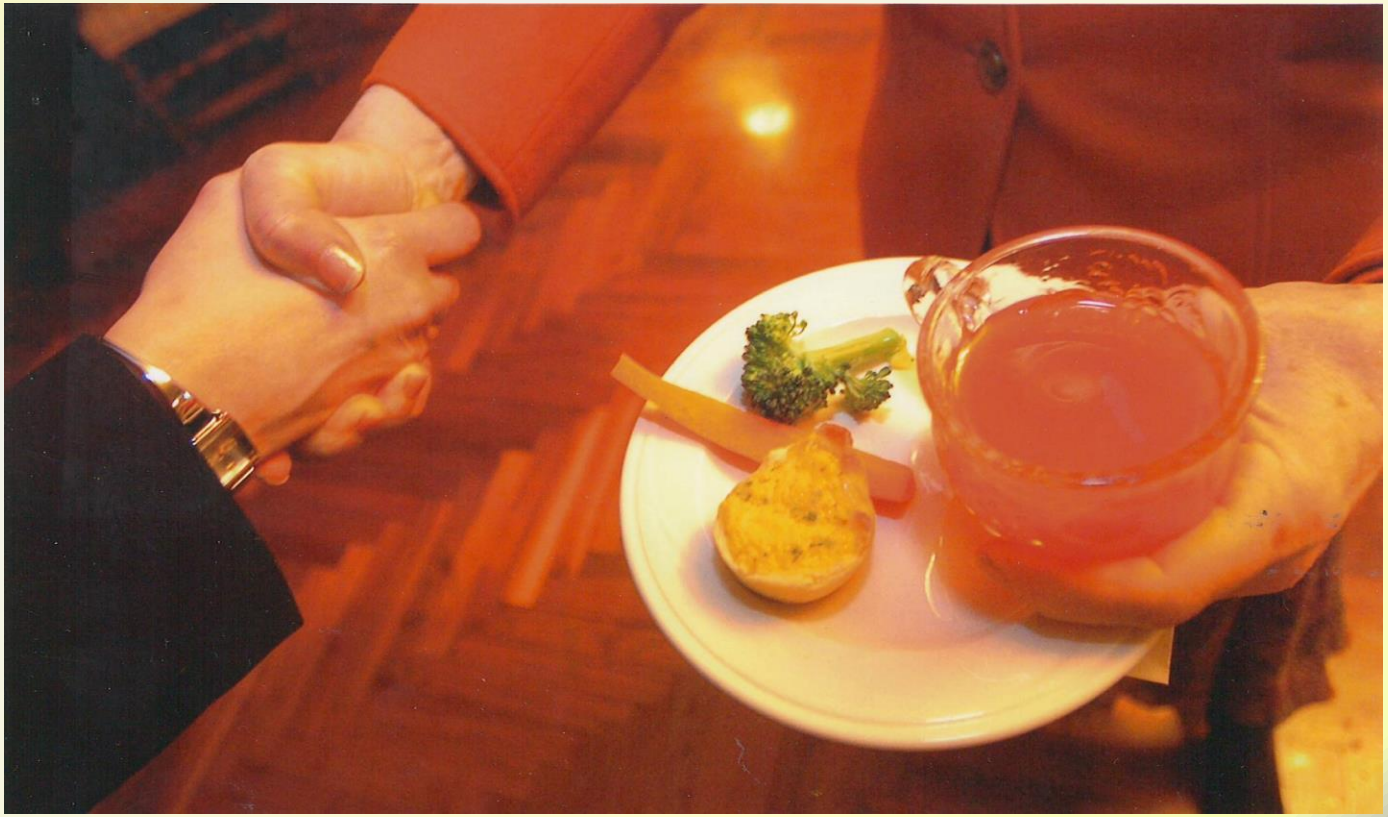
Three-Step Strategy

- Approach
- Engage
- Depart

Then Re-circulate

Be Prepared to . . .

. . . Juggle Plate, Beverage, and Handshake with Ease



Focus on Others

Connect People!

Be Memorable

Online Options

PURSUE ONLINE OPTIONS INTELLIGENTLY

Protect Reputations

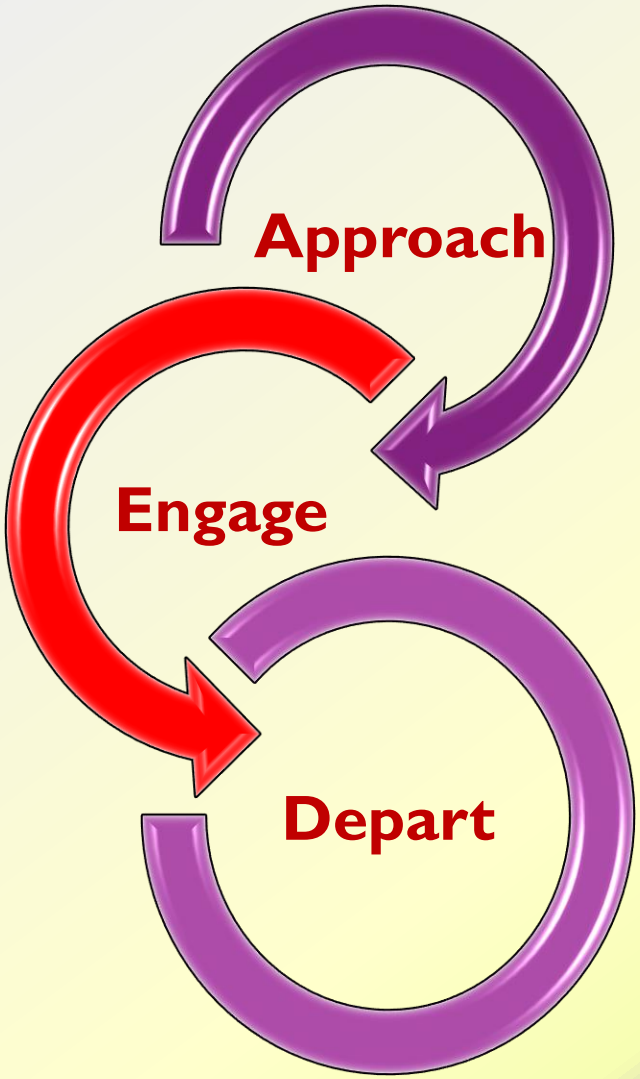
Social Media
has the farthest reach

In-Person
keeps it "high touch"

You need to work both!

The key to using social media is to make your communication more like a conversation, and to be interested in other people.

The same principles that are used at in-person networking events can easily be applied to online networking.

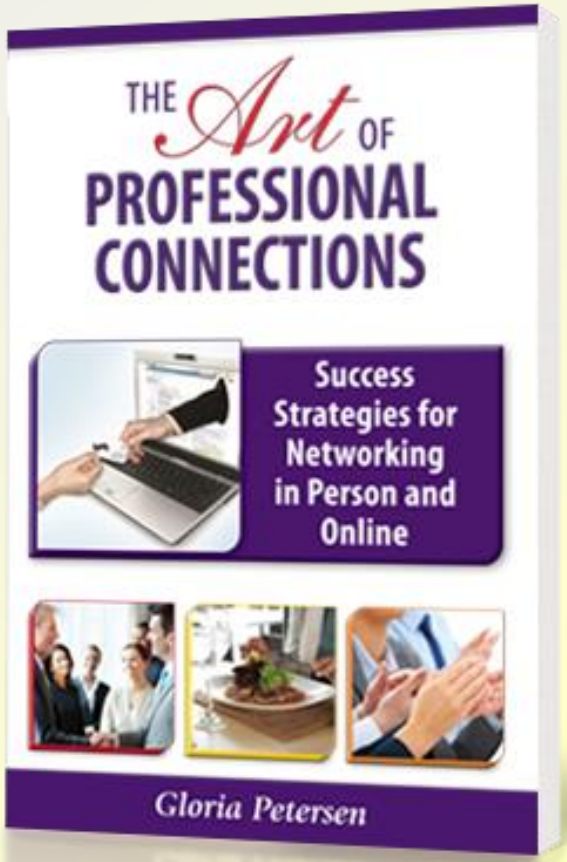


Which Roadblocks Have You Now Conquered?

Make Every
Connection
Count and
Long Lasting

Desk Reference

Available in soft cover and eBook



Thank You!

For Your Attention & Participation

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