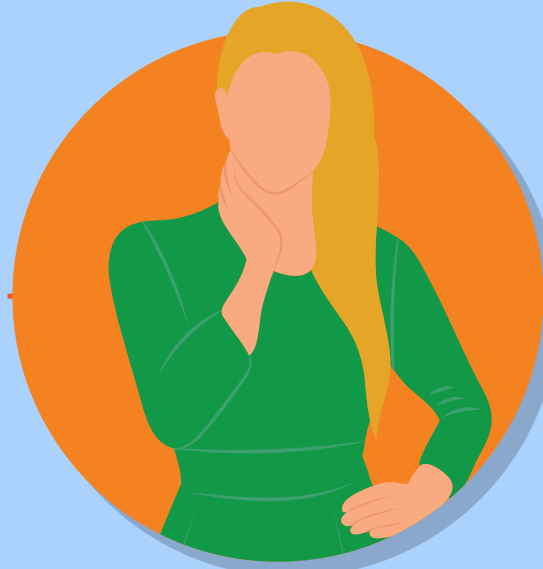


Networking tips for beginners

Networking can be really daunting when you haven't done it before. But it will help you build strong connections and grow your business. Here's how to get it right:

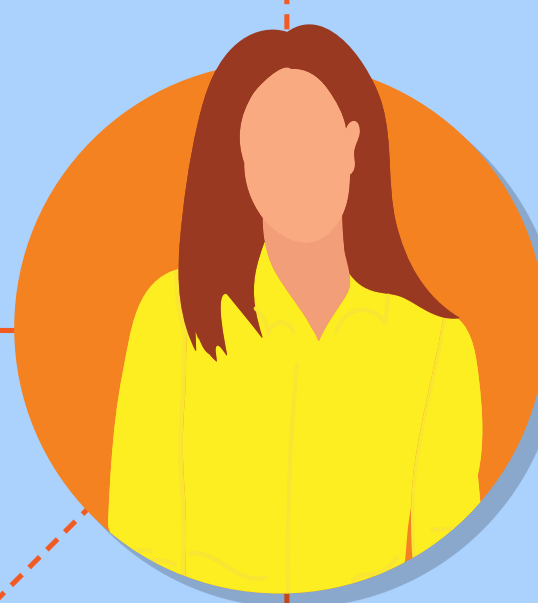
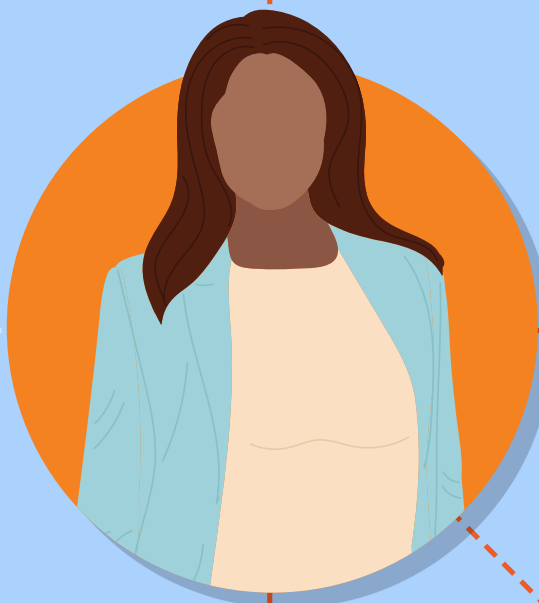
Be ready for people to communicate with you. Bring business cards, a LinkedIn QR code or contact app.



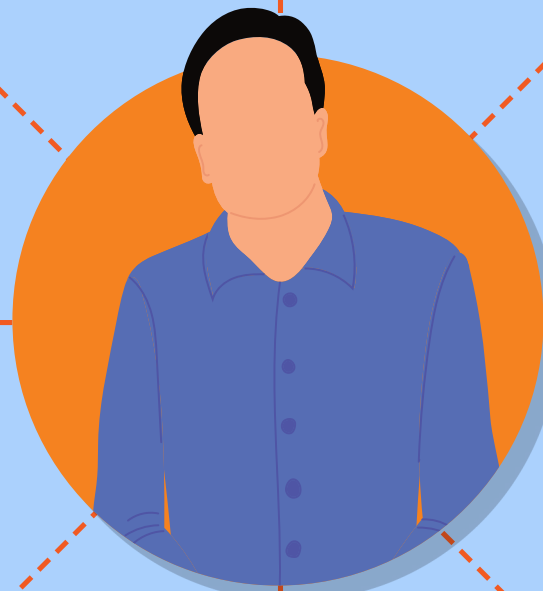
Say who you are and what your business does.



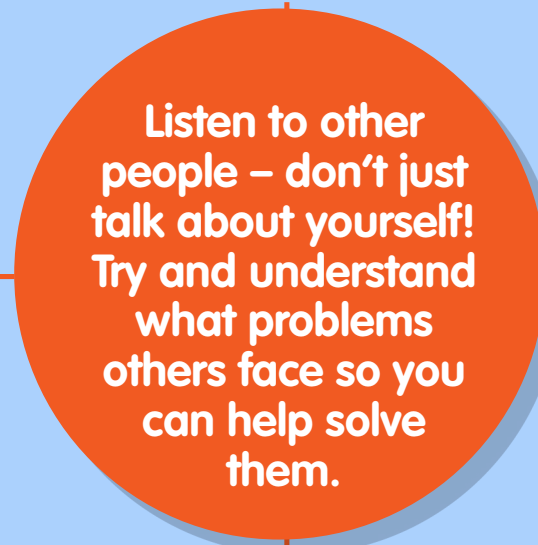
Be open about what you're looking for, like a specific industry connection or a business in a particular phase of growth.



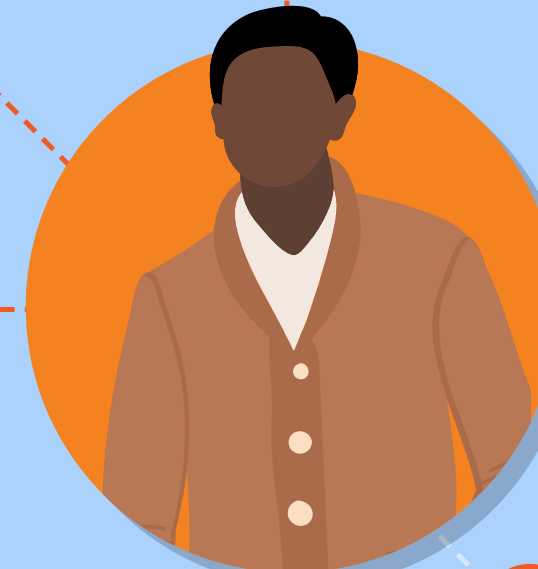
Don't just talk to people you already know, even though it's reassuring. Allow them to introduce you to new people instead.



Listen to other people – don't just talk about yourself! Try and understand what problems others face so you can help solve them.



Find a balance between focus and flexibility. This will encourage people to ask you, "do you also offer...?" instead of assuming you don't.



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