

Courtesy of



**NETWORKING
NINJA**

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Aol.

9/14/2011 Presentation of:

Pearl Diving

(How to Work a Room)

1. Have an Objective
2. Don't be late
3. Introduce yourself
4. Be sincere
5. Ask for a card
6. Circulate
7. Follow up

"Careers, companies and lives of joy are built one contact at a time.

Develop one pearl of a relationship plus another and yet another until you have a multi-strand string...each a unique and memorable personality adding to all the others.

That is the pearl hidden at the heart of networking. Each of you is an asset for the other. Each enhances the value of all."

Jerry Fletcher

**Magic
Words:**

How can I help you?

What's your name?

Excuse me...