

NETWORKING CHECKLIST

- | BEFORE | DURING | AFTER |
|---------------------------------------------|-----------------------------------------------|----------------------------------------------|
| <input type="checkbox"/> Business cards | <input type="checkbox"/> Smile | <input type="checkbox"/> Follow up |
| <input type="checkbox"/> Smile | <input type="checkbox"/> “and how about you?” | <input type="checkbox"/> Go regularly |
| <input type="checkbox"/> Cash | <input type="checkbox"/> Moving on | <input type="checkbox"/> Log business gained |
| <input type="checkbox"/> Company literature | <input type="checkbox"/> Set up meetings | <input type="checkbox"/> Have meetings |
| <input type="checkbox"/> Guests | <input type="checkbox"/> The introductions | <input type="checkbox"/> Guests |
| <input type="checkbox"/> Self | <input type="checkbox"/> Be bright | <input type="checkbox"/> Self |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

Know yourself, be yourself, enjoy yourself.