

Networking

The necessary part of our job.

Presented by

Lorraine Jacobs

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Networking Organizations

- ✓ Downtown Partnership
- ✓ Greater Baltimore Committee
- ✓ Chambers of Commerce
 - Anne Arundel County
 - Baltimore County
 - Baltimore-Washington Corridor
 - Carroll County
 - Eastern Baltimore County
 - Harford County
 - Howard County
 - Maryland Chamber

Beyond the Typical

- ✓ Alumni Associations - University of Maryland, College Park, School of Business
- ✓ Associated Builders & Contractors
- ✓ Baltimore Business Journal Events
- ✓ Building Congress & Exchange
- ✓ Building Owners & Managers
- ✓ Business Network International
- ✓ BWI Business Partnership
- ✓ Chief Executive Officers Club
- ✓ Columbia Business Exchange
- ✓ Commercial Real Estate Women
- ✓ Economic Development Offices
- ✓ The Engineer's Club
- ✓ Greater Baltimore Board of Realtors

Getting the MOST from your memberships

- ✓ Set appointment - Membership Director
- ✓ Request to display your (BBJ) literature
- ✓ Ask what information organization sends out, request to insert your (BBJ) literature
- ✓ Volunteer to host a breakfast in the organization's offices, introducing self and BBJ to administrative staff

Getting the MOST from your membership-Continued

- ✓ Assist in attracting new members
- ✓ Make regular visits to keep updated
- ✓ Participate in Trade Shows, Golf Outings
- ✓ Join a committee
- ✓ Advertise in Membership Directories
- ✓ Ask for directories, lists, other resources

Getting the MOST from your membership - Continued

- ✓ Place FREE listing as NEW MEMBER in Newsletter
- ✓ Supply updated information, press releases to newsletter editor/membership director
- ✓ ASK for introductions and leads
- ✓ Request “list of attendees” prior to meetings

“Networking” the Room

- ✓ Make the effort
- ✓ Ask for list of attendees (prior/after)
- ✓ ARRIVE EARLY
- ✓ Bring an associate
- ✓ Bring a client/advertiser
- ✓ Go Alone

“Networking” the Room - cont.

- ✓ Bring plenty of Business Cards
- ✓ Bring a pen
- ✓ Business Attire (No purse)
- ✓ Set a goal
- ✓ Bring Cash
- ✓ SMILE
- ✓ Follow-up with Personal Note/Phone call

A graphic of a spiral-bound notebook with a brown cover and a cream-colored page. The spiral binding is on the left side. The page contains the title 'Results from Networking' and a list of six bullet points. The text is in a serif font.

Results from Networking

- ✓ Increase recognition of your services, product and self in the local marketplace
- ✓ Know what is going on in your business community
- ✓ Be recognized for your expertise within your marketplace
- ✓ Lay the groundwork for future advancement
- ✓ BUILD YOUR BUSINESS
- ✓ INCREASE YOUR BUSINESS AND PERSONAL SUCCESS