

Are You A Good Networker?

<i>Please tick your usual behaviour</i>	Yes	No
1. When I go to a networking event I always arrive early	<input type="checkbox"/>	<input type="checkbox"/>
2. I always carry plenty of business cards with me	<input type="checkbox"/>	<input type="checkbox"/>
3. I know how to 'work the room' and meet as many people as possible	<input type="checkbox"/>	<input type="checkbox"/>
4. I take the time to really listen to people and think about how we could assist each other	<input type="checkbox"/>	<input type="checkbox"/>
5. I am an active member of a number of networks outside work	<input type="checkbox"/>	<input type="checkbox"/>
6. I consciously develop networks within my organisation	<input type="checkbox"/>	<input type="checkbox"/>
7. I have an informal get together with work colleagues, both within my organisation and from other businesses, at least three times a month	<input type="checkbox"/>	<input type="checkbox"/>
8. I notify colleagues of business opportunities they may not be aware of	<input type="checkbox"/>	<input type="checkbox"/>
9. I have a system to follow-up with new contacts and to stay in touch	<input type="checkbox"/>	<input type="checkbox"/>
10. I have a good social network outside work	<input type="checkbox"/>	<input type="checkbox"/>

The purpose of this simple quiz is to get you to think about how you currently network, or not! Check your answers again - those that you ticked "no" are the skills you could develop to be more effective in using networking to build your contacts and business growth.

Need help with Networking? Go to www.candytymson.com and download some of the free articles. Also consider utilising some of the other resources offered at this website.

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