

Short Description of the Presentation:

Networking has been around for a long time. There have been countless presentations on the topic but most of it is simply theory. This presentation is up close and personal from a “real” contractor that is “really” networking.....successfully!

Lessons Learned From Losing The Company

How Networking Grew His Business

Rock Star Networking Tips:

- Throw away your business cards....sort of
- Finding things in common to build relationships
- Newsletters – Helpful hints to save money plus education
- Forget your friends....at meetings!
- You are not there to eat
- The lead follow up process
- Building relationships.....don't sell yourself
- Fake it till you make it
- Stand by your word, always
- MUST have a GREAT website!
- Business Basics (Positive opening response when people call your office, be on time, call ahead, confirm address, give one hour window, happy calls, etc.)