



Networking for Fun and Profit!

By: Bruce Lee

Short Description of the Presentation:

It's not who you know...*but what you do with who you know.* This month Bruce Lee is going to share some very practical tips on how to successfully network to grow your business. As you listen to Bruce you will quickly realize that networking can soon become the heart and sole of your marketing program and best of all.....it's FREE!

Key Points:

During Bruce's presentation he will share on all aspects of practical networking to increase your sales and profits. This month Bruce will share on:

- **Four Key Ideas Concerning Networking:**
 1. Your network creates your future net worth – it's not who you know, it's what you do with who you know that counts
 2. The size of your thinking determines the size of your results – How big is your vision?
 3. When you put your *attention* on your *intentions* magical things happen – What do you focus on?
 4. The first hour of the day should be focused on revenue producing work
- Three (3) key ways to build your business
- Developing your "Unique Selling Proposition"
- Six degrees of separation – thinking smart. (How to reach a million people through six contacts!)
- The six (6) deadly sins of social networking
- How to make a great first impression
- Win-Win conversations – Asking the right questions
- The journey of a thousand phone calls