
NETWORKING

Your Simple
Guide to Great

Results

Women in
Property &
Business



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Women in Property & Business Network.

NETWORKING

“The richest people in the world look for and build networks, everyone else looks for work

– Robert Kiyosaki

Networking provides the most productive, most proficient and most enduring platform to build relationships. To succeed you must continually connect with new people, cultivate emerging relationships and leverage your network.

Relationships are the catalyst for success. People do business with those they know, like and trust. If you serve as a resource and help others succeed, you will be rewarded.

If you want to be more successful in any business, you must network with other people in the same industry, so that you can share ideas, contacts and keep up to date with changes in the industry.

There are many benefits to networking and since networking is all about relationships, it is essentially all about people 😊

So what are some of the benefits of networking?



BENEFITS OF NETWORKING

Surround Yourself With Positive Influences

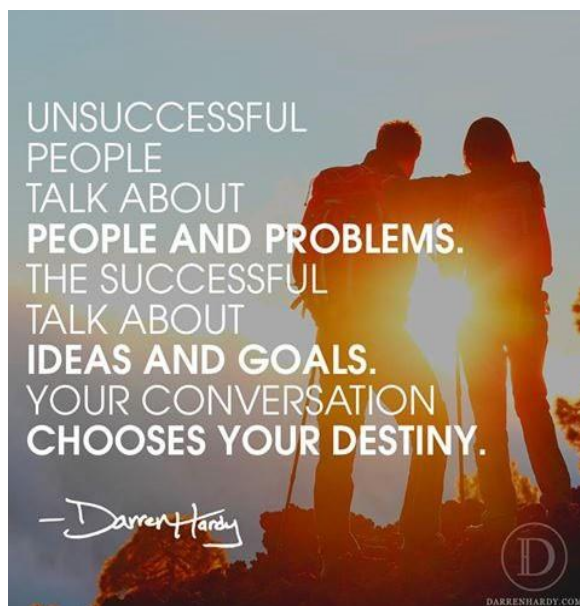
Who you spend time with influences the person you eventually become – this is because your vibe attracts your tribe

Attending meetings such as the Women In Property & Business Network ensures that you gravitate towards people with a more positive mindset, who share your goals and values. If nothing else you will be happier for having motivating influences rather than negative ones.

Modeling successful people is a proven way to improve your own performance. What better than to be able to model people up close and personal in our network?

#BeTheException

The tribe you select will have a profound impact on your work and life, so choose well.



Increased Visibility and Raised Profile

One of the biggest benefits of networking is being visible and getting noticed. By regularly attending the Women In Property & Business Network, you will get your face known and you can then help to build your reputation as a knowledgeable, reliable and supportive person by offering useful information or tips to people who need it.

Strengthening Relationships

Networking is about sharing, not taking. It is about giving and asking the other person “What Can I Do For You?” It is about forming trust and helping one another toward goals. Regularly engaging with your contacts and finding opportunities to assist them helps to strengthen the relationship. By doing this, you sow the seeds for reciprocal assistance when you need help to achieve your goals.

At the Women In Property & Business Network we ensure that you are within a supportive environment where you can network in an open and honest manner – egos are left at in the hotel lobby 😊

WHAT
can I do
for YOU?

A graphic featuring the text 'WHAT can I do for YOU?' in a stylized font. The word 'WHAT' is in large, grey, all-caps letters. 'can I do' is in a smaller, lowercase font, with 'I' in red. 'for' is in a grey, lowercase font. 'YOU?' is in large, bold, black, all-caps letters. To the right of the text are four stars: one red, one black with a white outline, and two red.

New Perspective & Fresh Ideas

The Women In Property & Business Network is an excellent source of new perspectives and ideas to help you with your journey in creating your financial future. Exchanging information on challenges, experiences and goals is a key benefit of networking because it allows you to gain new insights that you may not have otherwise thought of. Similarly, offering helpful ideas to a contact is an excellent way to build your reputation as an innovative thinker.



Increased Connections

Expanding your contacts can open doors to new opportunities for personal growth, business or to acquire information on the latest news in the property industry. The Women In Property & Business Network provides up to date new knowledge and education by providing speakers who are experts in their field.

Active networking helps to keep you top of mind when opportunities arise and increases

your likelihood of receiving introductions to potentially relevant people or even a referral.



Access to Opportunities

Networking gives rise to opportunities like joint ventures, partnerships, speaking and investor leads, education, introductions to brokers, bookkeepers, lawyers, financial advisors, mentors and coaches, etc, -> the opportunities within networking are really endless.

If you want 1 year of prosperity, grow grain.

If you want 10 years of prosperity, grow trees.

If you want 100 years of prosperity, grow people.

-- Chinese Proverb



Advice and Support

Within the Women In Property & Business Network you will gain the advice of experienced peers, which is an important benefit of networking. Being in a position to discuss common challenges and opportunities opens the door to valuable suggestions and guidance. We offer genuine assistance to our members, which sets a strong foundation for receiving support when you need it.

The more you network the more knowledge you can tap into. Having like-minded women to talk to also gives you the opportunity to get advice from them on all sorts of things related to your property business or even your personal life and obtaining that important work-life balance.

Increase in Confidence & Lasting Friendships

Networking increases your confidence. By regular networking, you push yourself to talk to people you don't know, you will get increased confidence the more you do this. This is really important as a business owner and as a property investor because your growth is very dependent on talking to people and making connections.

Put simply, the more you network, the more confident you get and the easier it becomes, and the more benefit you get from it.

Many friendships form as a result of networking because (mostly) you are all like-minded women that want to grow their businesses, and you meet and help each other regularly, so naturally strong friendships tend to form.

Networking is essentially building a relationship and rapport with another person. Within the Women In Property & Business Network, we provide a solid group of people you can trust and respect.

Increased business

Networking leads to an increase in business and helps keep you focused on your business.



Top Networking Tips

Pre event:

Set your goals and objectives for the meeting ahead of time.

See who is attending and make contact as it might be advantageous to meet up before the event for a coffee.

Make sure you have your business cards with you to easily provide your contact information.

Write down a clear intention so that when you meet people at the event you can clearly explain what you are looking for.

Also think about any other women who you know who might be interested in attending such an event and invite them to come along with you.

During event:

- Arrive ontime
- Introduce yourself to as many people as you can.
- Remember to say hello to people you do not know and have not met before as well as those you already know.
- Find the host and the speakers and ensure you introduce yourself.
- When you meet someone for the first time
 - * ask them what their name is
 - * where they are from
 - * what they want to get out of the meeting and
 - * how you can help them.
- Be interested in them first rather than telling all about you. Look for how you can help the people you meet.
- Also think about people you already know who may like to meet them.
- Make sure you also collect business cards from all the people you meet.
- At the end of the evening, thank the host and speaker
- Remember you only get one “first impression” so make it good, smile!
- Put more emphasis in LISTENING to them rather than speaking
- Prepare an 20 second bio that you can comfortable present to others
- Compile a list of five questions that you can ask to “spark” conversation
- Get involved once you are there. Participate in discussions, and be visible



Post event:

- Remember to follow up and make sure you collected enough information from the people during the evening.
- When you get home create a system to record all of the business cards you have collected.
- Connect with them by sending a follow up email or text to everyone you met.
- Reconnect with them and send them any information and contact details you promised to give them. It is best to do this follow up the day after the event so that people remember you and the conversation.
- Manage your network and expectations.

The more people you know the more successful you will be because you will have a number of people you can call for advice and help.

The Best Networking Begins with Planning and Taking Action

Immerse yourself in a positive environment of like-minded people, like the Women In Property & Business Network and you are sure to succeed.

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