



BUSINESS IN WARRINGAH

The Importance Of Networking

Networking is a crucial strategy for business success. Networking is about giving people the opportunity to get to know about you and your business on a personal level. Developing networking relationships takes time but there are many benefits.

Networking enables you:

- To gather information about potential opportunities and let others know about yours.
- To become a member of a networking group which can add weight to the credibility of your skills.
- To meet other business people in an informal and relaxed environment.

Some tips for making the most of the networking event you are attending.

- Listen and ask questions. Ask the person what their business is about and listen to what they say.
- Give referrals. By listening and asking questions you will have gathered information that will enable you to refer others to the person you are speaking to.
- Exchange business cards. Always ask for two cards. One to add to your database and one to give to the person you will be referring.
- Don't spend too much time with the one person. Networking is about getting yourself known to at least 3 people at an event. Give them and yourself the opportunity to make the most of the event.

Debbie Fraser
President

September Branding Strategies Breakfast



Paul Harmer, Bronwyn Bishop and Debbie Fraser



Miranda Sears from Stewart House

What's In It For You?

- **Regular newsletters**
Updating members on issues affecting business locally & nationally.
- **Training opportunities**
For local business including business forums covering: sales/marketing, work place safety, legal, industrial relations, taxation business creativity, accounting, start up advice, basic management.
- **Opportunities to meet with key decision-makers in the community**
Networking After Hours
A bi-monthly function. (held at a different members premises each time). Great networking opportunity also gives function holder a 10 min presentation on their business.
- **Business Breakfast**
Bi-monthly breakfast with a guest speaker covering relevant business topics

Networking Afterhours

Rams Home Loans is our host for the October Networking Afterhours on Wed 18.10.06 5.30pm -7pm
If you would like to attend book online at www.warringahchamber.com.au or contact Sue on 0402 819 031

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