

MAXIMUM...

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MAXFACT #62

"The most important ingredient we put into any relationship is not what we say or what we do, but what we are."

- Stephen R. Covey

Being genuine seems obvious, but it comes with a price. **If you're for real, you'll take the time to listen to others, and meet with them when they are in need, regardless of your busy schedule.**

Sacrificing for others because you care is how you earn a community of supporters.

If you have questions or comments about today's **Networking** message, please contact us at...

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MAXIMUM
Business Consulting, LLC
a mentor capital firm

...NETWORKING



Are you familiar with the term "working the room"?

Nothing is more of a turn-off than someone who seems intent upon getting to the next person.

If you're going to network to grow your business, and possibly your friendship pool, then focus intently upon the person with whom you are speaking. Learn about them. Don't allow your eyes to roam in search of your next quarry.

Networking isn't about "the numbers". It's about building meaningful relationships. We do this by making acquaintances, listening intently, and sincerely offering help to others.

Building a trustworthy circle of influence takes time. Knowing many people is one thing. Knowing many people who know you care about them is FAR different. Because they will also care about YOU! Hence, the true value of networking.

We invite you to share this memo
with a friend or colleague.
They'll be glad you did.

Ponder This...

How many people truly know they can always count on me?