



Howie Nestel's How To Network Like A Master Guide

Put others' interests before your own.

- If you help others get what they want, you'll get what you want.

It's not who you know, but who knows you.

Over-Communicate.

Use every tool at your disposal:

- Social Media, Phone, Text, WhatsApp, Email, In-Person Meetings, Etc.

Your Network is your Net Worth.

Be Genuine.

Be Memorable.

Be a Connector.

- Connect your prospects to people in your network that can help them.

Always give out business cards.

Serve your community.

- Some of the highest quality people you meet will be in the service of others.

Ask and ye shall receive.

- Get over your fear of rejection (being told "no").

Make "what's up" calls, and check in with prospects with no agenda.

Show up at events where you prospects are and go up to them and say hello (and give them your card).

Always be informed of your prospects' business and be prepared to offer something of value

You have 2 ears and 1 mouth... listen more and talk less.

Avoid talking about politics and religion.