Ace8 Media reports on the Commandments of Networking for Business

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Networking is a major tool for business prosperity that is often underused. Ace8 Media reveal some top tips on networking for any business.

Dublin's leading sales, marketing and promotions company, Ace8 Media, believe that all entrepreneurs should have the tools to network with them at all times. These include an informative name badge, business cards, brochures about their business, and a pocket-sized business card file containing cards of other professionals to whom they can refer new business.

Ace8 Media reveal that their top tip is: exchange business cards with anyone in the same field of business. Business professionals must remember to ask each person they meet for two cards-one to pass on to someone else and one to keep. This sets the stage for networking to happen.

Ace8 Media believe that trying to remember everything throughout the day is impossible so write notes on the backs of the business cards collected. It is important to record anything that would be useful to help remember each person more clearly. This will come in handy when following up on each contact.

To ensure every business meeting is advantageous, set out a number of people to talk too on the day reports Ace8 Media. Identify a reachable goal based on attendance and the type of group. Don't forget to collect their business cards and don't leave until the goal set has been met.

To make the most of networking, business owners must manage their time efficiently reveals Ace8 Media. Spend 10 minutes or less with each person, and don't linger with friends or associates. If the goal is to meet a given number of people, be careful not to spend too much time with any one person. When meeting someone interesting, set up an appointment at a later date to be able to speak further.

Ace8 Media report it is important to listen to others and ask lots of questions. Remember that a good networker has two ears and one mouth and uses them proportionately. After learning about what another person does, business owners can then discuss their area of expertise, reports Ace8 Media. Be specific but brief. Don't assume they know the industry.

Ace8 Media believe it is important to act like a host, not a guest. A host is expected to do things for others, while a guest sits back and relaxes. Volunteer to help greet people.

The most important thing with networking is to follow up with people, reports Ace8 Media; otherwise the time networking is wasted. Send an email or give a call to each person met and be sure to fulfil any promises made.

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