

Building Your Network

Networking consists of the 4 **W**'s.

- What
- Where
- When
- Who



What is Networking?

- Developing a broad list of contacts
- Relationship building
- Gaining a good reputation
- Habit



Where to Network?

- The Internet
- Networking Groups
- Local Neighbourhood
- Social Events
- Charity Events
- Everywhere!



When to Network?

- Breakfast networking
- Lunch networking
- After 5:00pm networking
- Anytime Networking!



Who to Network With?

- Friends
- Business associates
- Network with anyone you feel comfortable with!

