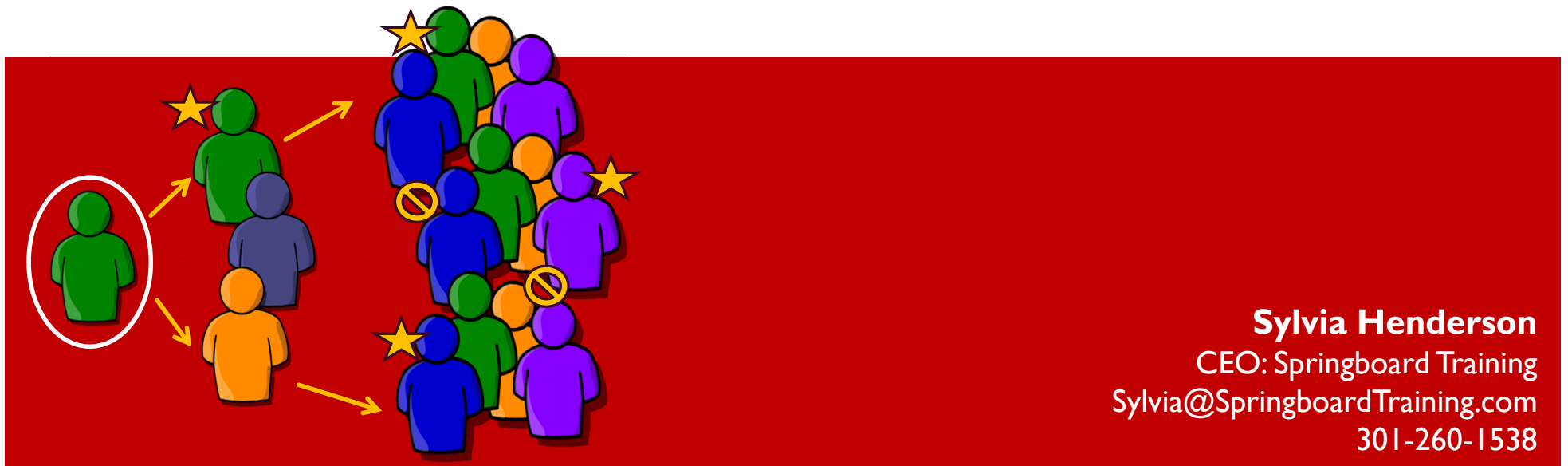

PROFESSIONAL RELATIONSHIPS

ESTABLISH, GROW, MAINTAIN, & END BUSINESS CONNECTIONS OFF-LINE & ONLINE

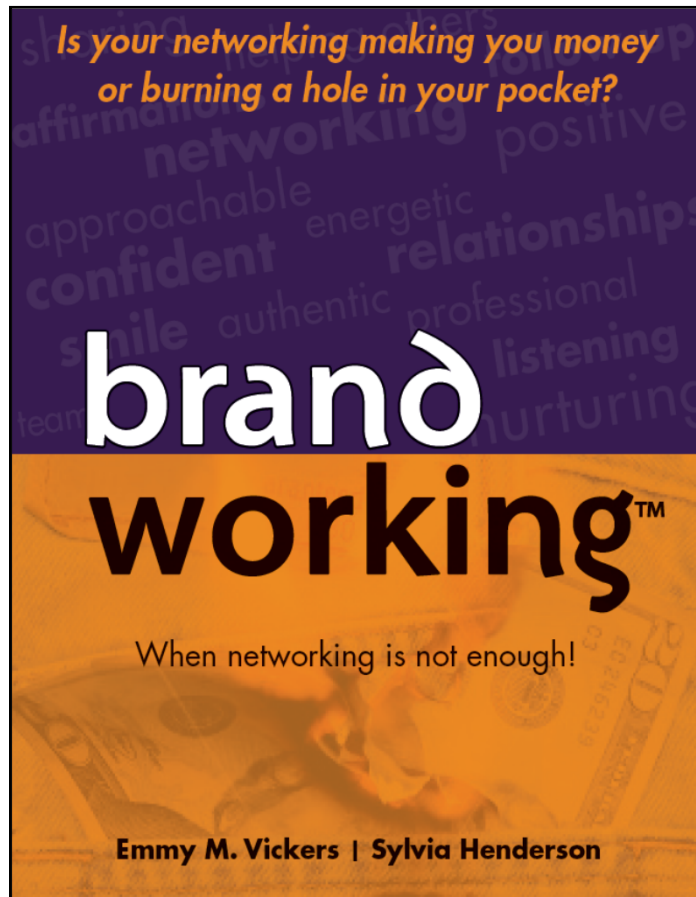


Sylvia Henderson




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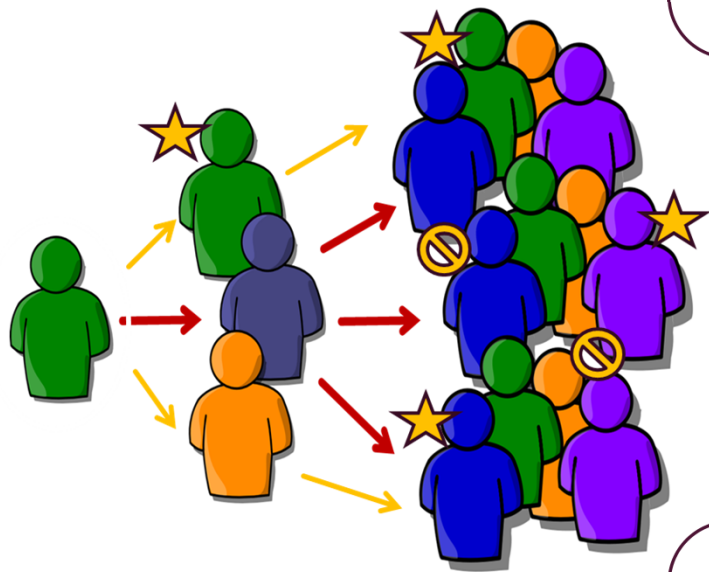
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Today...

-  Professional relationships – process for starting, building, maintaining, & ending
 - In-person & online
 - Tips / suggestions
-  Business “dating game”
-  Groups



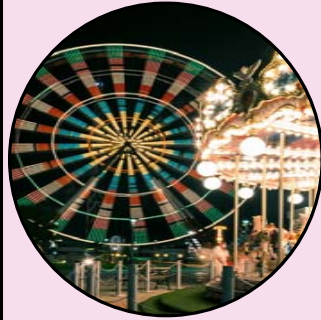


- Who?
- Where do they hang out?
- What do they like? Need? Do?
- Prepare to serve.
- Get out & meet.
- Give value.
- Ask for referrals.

Calls to action.



“What’s your sign?”



Date

Courtship



Engagement



Long-Term
Relationship



Let Go



PROFESSIONAL RELATIONSHIPS – WHERE TO FIND?

Resources:

Professional Organizations
Chambers of Commerce
Department of Economic Development
Industry and Professional Associations
Meetup.com
SCORE
Small Business Administration (SBA)
Small Business Development Center (SBDC)
Sororities and Fraternities
Toastmasters

★ Subscribe to:
NetworkingAdvocate.com/events-calendar/

The screenshot shows the 'Events Calendar' section of the NetworkingAdvocate.com website. The page features a grid of event listings for September 5th. Each listing includes the event name, date, time, and location. A prominent red watermark reading 'DMV Area!' is superimposed over the center of the page. The events listed include:

- The Northern Virginia Business Referral Roundtable**: Creating and maintaining meaningful connections. Sep 5 @ 11:45 am - 1:00 pm.
- "Grow Your Network, Grow Your Business" Networking Luncheon (Balto. Metro)**: Sep 5 @ 11:45 am - 1:00 pm.
- ANA! Business Radio With Allan Hirsh**: Sep 5 @ 6:00 pm - 7:00 pm.
- BNI - Local Business Global Network Qualified Referrals**: We are the largest referral organization in Maryland. Sep 5 @ 12:00 pm - 1:15 pm.
- BEL AIR NETWORKING GROUP**: ALL VIRTUAL WORKING SESSIONS ARE A GROUP OF PROFESSIONALS FOCUSED ON LEAD GENERATION, BUSINESS NETWORKING GROUPS, BUILDING FRIENDSHIPS, as well as trusted business contacts. Sep 5 @ 6:00 pm - 8:30 pm.
- Amplified - Talk Radio**: Amplify your message using leveraging leading social media to create wide viral connections. Listen in and gain insights that you may never know through of before. Sep 5 @ 6:00 pm - 8:30 pm.
- DCWBC - Let's Scale**: Sep 5 @ 6:00 pm - 8:30 pm.
- Pikesville Chamber Brown Bag Networking Lunch**: Sep 5 @ 12:00 pm - 1:15 pm.
- Pikesville Chamber of Commerce**: SERVING THE BUSINESS COMMUNITY FOR 40 YEARS. Using your lunch and a stack of business cards for a casual networking opportunity. Sep 5 @ 12:00 pm - 1:15 pm.
- WEDNESDAY EVENTS LISTED BELOW**: Sep 5 @ 6:00 pm - 8:30 pm.

YOUR SOCIAL SUPPORT NETWORK

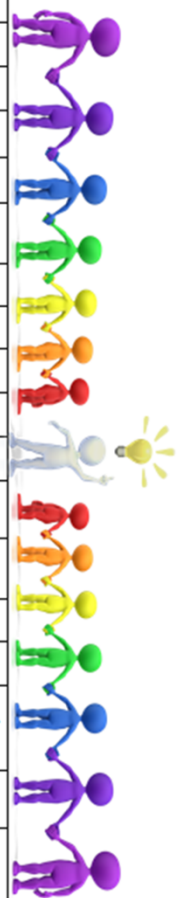
“Great minds discuss ideas;
average minds discuss events;
small minds discuss people.”

~ Eleanor Roosevelt

MindTeam® Who is in your support network...your connected connections?

Identify, by names, the people who are in your support network in the following roles for you.

Name the person...	Whom you can...
	Trust with your secrets.
	Talk with about money issues of concern to you.
	Laugh with.
	Go to for help no matter the problem.
	Pick up your conversation where you left off, whether you last spoke to them yesterday or a year ago.
	Cry on their shoulder (literally).
	Talk with about “old times.”
	Share your wildest dreams.
	Talk with about family problems.
	Depend on to stay motivated; keep a positive outlook.
	Count on, even if they have their own primary relationship with someone else.
	Give your honest feedback to who will take you seriously and consider your opinions.
	Look up to with respect and admiration.
	Serve as a role model to, guide, and mentor in their life.
	Delegate some of what you do in your business (or on your job), and you know that it will be taken care of without worrying about it.
	Count on to support you, advocate for you, and make referrals for you without needing to ask them to.
	Associate with whose stature “automatically” raises your stature so that people perceive you to be at this person’s level (however you want to define this).



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"The power of one, if fearless & focused, is formidable. But the results of many, working together, are invincible."

~ Gloria Arroyo