



# NETWORKING THAT WORKS

LENGTH -

*Full: 45min, + 10min for Questions*

*Short: 25min, + 5min for Questions*

LEARN HOW TO  
MAKE NETWORKING  
WORK FOR YOU  
AND YOUR SMALL  
BUSINESS WITH  
EASY STEPS TO  
INCREASE YOUR  
NETWORK!

## SECRETS TO EFFECTIVE BUSINESS DEVELOPMENT



ARE YOU A BUSINESS OWNER THAT WANTS TO INCREASE YOUR NETWORK? A SIMPLE HELLO COULD LEAD TO YOUR NEXT REFERRAL. LEARN HOW TO MAKE NETWORKING WORK FOR YOU AND YOUR SMALL BUSINESS WITH EASY STEPS ON PLANNING, FILLING THE PIPELINE, AND FOLLOWING UP TO INCREASE YOUR NETWORK.

AS SHE SHARES THESE BEST PRACTICES FOR NETWORKING, ANNA-VIJA WILL GIVE YOU THE TOOLS AND RESOURCES YOU NEED TO GET SYSTEMS IN PLACE, MANAGE YOUR CALENDAR, STAY TOP OF MIND, AND STAND OUT IN YOUR NETWORK.

## CONTACT

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## LEARN:



### PLANNING

*Getting systems in place, initiating software, and blocking your calendar.*



### FILLING THE PIPELINE

*Appointments and events you can prioritize and set aside time for next steps.*



### FOLLOWING UP

*Staying top of mind and standing out.*