

Networking: Be the First In, and the Last Out

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The Early Bird Always Gets the Worm

Did you know that **the best networking takes place 20 minutes before a networking event starts, and in the first 20 minutes after it ends?**

Really!

That's why it's so important to be the first one there, and the last person to leave.

Think about it. If your number-one objective is to make as many valuable contacts as possible then it is wise to always **arrive early** for meetings, seminars, and business functions - and **stay late** to maximize the networking opportunities that are available after the events are over.

Top Lawyer Coach, LLC
601 Penn Street
Fort Worth, TX 76102

817/992-6711
newman@toplawyercoach.com



You may even want to **think of yourself as the host of the event** - even if you're just a guest - and make sure that you try to greet and speak to as many people as possible before the event and see them off after the event. By doing this, **people will remember you as the person in the sea of people** who was thoughtful enough to take the initiative and break the ice by greeting them warmly.

Remember, the saying "the early bird always gets the worm" was not born out of bad advice.

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