



GETTING THE MOST OUT OF YOUR MEMBERSHIP

NETWORKING CHECK LIST

The Do's and Don'ts of being a great networker



By following to these do's and don'ts, you can maximize your networking potential within BNI and beyond, by building strong, mutually beneficial relationships with fellow members.

ILONA TEREMI



BNI

THE DO'S OF NETWORKING

- ✓ **Be Prepared** Come to all events ready to actively engage and participate. Bring an ample supply of business cards and any promotional materials you wish to share.
- ✓ **Show Up** Consistent attendance demonstrates your commitment and builds trust among members. Punctually says a lot about you in a great way. Make an effort to stay until the end.
- ✓ **Be a Good Listener** Take the time to listen attentively to others during their presentations or discussions. Engage in meaningful conversations and show genuine interest in learning about other businesses.
- ✓ **Follow Up** After meeting someone new or receiving a referral, promptly follow up with a personalized message or phone call. Building rapport and nurturing relationships is key to building a strong network.



BNI

THE DO'S OF NETWORKING

- ✓ **Be Proactive With Referrals** Actively look for opportunities to refer to others from your own contacts. The more you give, the more you're likely to receive in return. Your network of contacts have problems that need solving.
- ✓ **Be Professional** Maintain a professional demeanor at all times, both in your interactions with fellow members and in your presentation of your own business.
- ✓ **Provide Testimonials** Share positive experiences and success stories whenever possible. This helps to build credibility and trust within your network.
- ✓ **Stay Educated** Continuously educate yourself about the businesses of other members and stay informed about industry trends and developments. This knowledge can help you identify potential synergies and opportunities for collaboration. Attending regional and national events and conferences. Expand your network out of your local area.



THE DON'TS OF NETWORKING



Focus Solely on Sales While networking is about building business relationships, avoid coming across as overly sales-oriented. Instead, prioritize building rapport and trust with fellow members.



Interrupt Others Respect the speaking time of other members during meetings and avoid interrupting or dominating conversations. Everyone should have an equal opportunity to share their business and insights.



Forget Your Elevator Pitch Prepare a concise and compelling elevator pitch that clearly communicates what you do and the value you offer. Don't miss the chance to effectively introduce yourself to the group.







Be Inattentive Avoid distractions such as checking your phone or engaging in side conversations during meetings. Stay focused and attentive to maximize the value of your networking experience.



THE DON'TS OF NETWORKING



-  **Neglect Follow-Up** Failing to follow up on referrals or connections made during meetings can damage your reputation within the group. Always follow through on commitments and keep communication channels open.
-  **Speak Ill of Others** Refrain from speaking negatively about other members or their businesses. Maintain a positive and respectful attitude towards all members, regardless of personal differences.
-  **Overwhelm with Information** Keep your presentations and interactions concise and focused. Avoid overwhelming others with excessive information about your business or industry.
-  **Miss Opportunities for Engagement** Take advantage of networking events, workshops, and other opportunities provided to expand your connections, develop your skills and knowledge base.

EMBRACE THE POWER OF YOUR NETWORK



In the pursuit of business freedom, having a network emerges as a potent tool for success. By building genuine relationships, cultivating a diverse network, giving before receiving, and leveraging digital platforms, you can unlock new opportunities, overcome challenges, and achieve your entrepreneurial aspirations.

Creating a network around you not merely as a means to an end but as a lifelong journey of growth, learning, and collaboration. With dedication, intentionality, and a spirit of generosity, you can harness the power of your network to create the business freedom you desire.

LET'S GET TO KNOW EACH OTHER

Ilona Teremi is the Franchise Owner of BNI Gold Coast and Tweed Shire Region, an organization that currently helps almost 500 local businesses generate more than \$40 million dollars of new business just last year alone, through referrals.

Ilona believes in building a world class, values driven BNI community and has a goal of working with 1000 high quality business committed to changing how we do business right here on the Gold Coast and Tweed Shire.

Before her career as a Business Network builder, Ilona was a Partner in a professional services firm delivering strategic solutions for small, medium and large enterprises.

Ilona lives with her husband Michael, and their children Jada, and Levi.

She is passionate about having more women on company boards and advocating new workplace practices to enable the many talented women at home, to return to the workforce.



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