



ROB'S NO NO'S OF NETWORKING



01

Don't do a hard close

02

Don't whine

03

Don't be dogmatic

04

**Don't expect to get
without giving**

05

**Don't be too eager to
promote your services,
earn the right first**

06

**Don't confuse
contacts with friends**

07

Don't talk too much

08

**Don't make promises
you can't deliver**

09

**Don't only speak to
one person**

10

Don't be timid

11

Don't get drunk

12

**Don't be overzealous
or self-promotional**

13

**Don't be afraid to
ask questions**

14

**Don't go to an event
without proper
preparation**

15

**Don't forget to
follow up**

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