**NETWORKING TIPS FOR ENTREPRENEURS**

Networking is a vital skill in the world of business. Consider the following tips:

1. Remember that networking isn't necessarily friendship. Networking is an investment in a **longer-term relationship** – resist instant gratification.

2. Your business card should be clear and professional, and should **reflect** your business.

3. When asked, tell people what you do and how your clients and network can benefit from a business relationship with you. Keep it simple.

4. Always network with integrity.

5. Before a networking event, scan the newspaper or Internet for **current** subjects to chat about.

6. Acknowledge people's contributions, thank them, compliment them sincerely and return the favours when the opportunity arises.