


**Directions for use of the SELLutions
Networking Cheat Sheet.**

**Print off this sheet fold on black lines
(cut if you prefer), review, and bring
to your next networking event. Take
notes.**



Networking Cheat Sheet

Building Strategic Alliances

- Complementary prod/Services
- Someone calling on same prospects
- Movers & Shakers

Networking

- Set a goal


Ask questions, put notes on their business card

- What do you do?
- How long have you done this?
- What do you like about it?
- What's a good referral for you?

Set appointments

Send Notecard

Notes



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