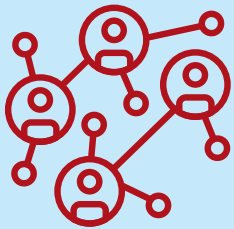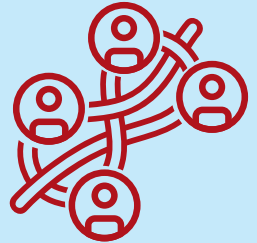# NETWORKING & NETWEAVING

NETWORKING:
The exchange of information or services among groups, individuals, or institutions, traditionally to find new business.

VS

NETWEAVING:
An approach that focuses on helping others meet the people and resources they need to solve their challenges, rather than their own.

NETWORKING QUICK TIPS

- Attend events with a game plan
- Develop your "elevator pitch"
- Research people and companies
- Follow up with connection you make
- Dedicate time to networking
- Leave a lasting impression

Be a great NETWEAVER!

- Connect people
- Build a trusted network
- Teach and train
- Emulate honesty and integrity
- Involve yourself in professional associations
- Champion those organizations
- Realize what you can offer people
- Establish goals and reflect on accomplishments

Resources for Networking & Netweaving

- Women's council within companies
- Functional associations
- Local women's groups
- Trade associations
- Chamber of Commerce
- NWIR Council

For more in-depth resources and to watch the complete webinar visit
www.NationalWomeninRoofing.com/home/education/webinars/

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