

# MEANINGFUL CONNECTIONS

**Networking at a Higher Level by Carolyn Weaver**

# CAROLYN WEAVER - REAL ESTATE & BUSINESS COACHING

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As an extension of our successful real estate practice as “The Weaver Team at KW Vermont,” Jennie Walker and I launched Best Real Estate Life, real estate and business coaching company. Combining Jennie’s marketing expertise and Carolyn’s real estate experience has brought success to our clients.

We welcome new clients and love to help all types of business owners reach their personal and professional goals.

# WORKSHOP GOALS

- Define “Networking”
- Identify Opportunities
- Understand your Strengths
- Embrace your Weaknesses
- Face your Fears
- You are in Control of the Meeting/Encounter
- How are you going to follow up?

# WHAT IS NETWORKING?

Definition --

**The action or process of interacting with others to exchange information and develop professional or social contacts.**

# OPPORTUNITIES

Look for them everywhere!

Networking in person is on  
“pause” so let’s find some  
new ways to meet people.  
Where can we interact and  
share information about  
ourselves and our  
businesses?

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# WHAT ARE YOUR STRENGTHS?

In-person meetings

Phone Calls

Zoom Meetings

Google Meet

Letters/Postcards/Emails

Social Media/Blogging

# EMBRACE YOUR WEAKNESSES

Introvert or Extrovert?

Writer or Speaker?

Personal Contact or General Correspondence?

Awkward or Confident?

Reluctant or Excitable?

Are they really weaknesses or strengths?

# FACE YOUR FEARS

How scary is it to network?

Entering a “room” of people

Breaking into a group or cliché

First impressions

Everyone feels the same

Give yourself one goal



# YOU ARE IN CONTROL

It is your decision

Arrive

Engage

Tell your story

Evaluate

Exit

# FOLLOWING UP

How will you follow up?

What do you want to do?

Email/Call/Newsletter/Note

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THANK YOU! SEND  
ME YOUR SUCCESS  
STORIES!

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