

TiPS Times

TRUSTED PROFESSIONAL SERVICE PROVIDERS



Weekly Strategies for NETWORKING WITH SUCCESS

WEEK 1

Set Specific Networking Goals

To achieve success in business you need a game plan. This is also true if you're going to achieve success at networking. One of the most important tasks in developing your networking plan is to set specific networking goals.

The key to setting effective networking goals or any goals in business for that matter is to use the right criteria. An easy way to get you started in the right direction is to use the **SMART GOALS METHOD**.

SMART is an acronym that stands for the following:

Specific, Measurable, Attainable, Relevant and Timed

SMART GOALS example:

- 1) I will join or form a TiPS Program Chapter by March 31, 2009.
- 2) I will provide qualified referrals to at least 10 different trusted professionals in my TiPS Chapter by June 30, 2009.
This will help me build solid networking relationships and exhibit my personal commitment to helping the professionals in my TiPS Chapter achieve success.
- 3) I will earn their trust and develop my opportunities to receive 2 networking referrals each week from the members in my TiPS Chapter.
- 4) This will enable me to increase my revenue by 20% and will allow me to hire a part-time administrative person for 10 hours per week.

Obviously this is just an example, but it meets all of the criteria of the SMART GOALS METHOD. It tells you what you are going to do, when you are going to do it, it is an achievable goal and it gives motivation to accomplish your goals!

How many of us are guilty of creating pie in the sky goals that would be almost impossible to attain. While I am all for shooting for the moon if you make your goals too difficult you will begin to lose your motivation after awhile.

I am a huge believer that success breeds success. If you join a TiPS Program Chapter or get your own TiPS Chapter up and running by March 31, 2009 your excitement will shine through when you meet or introduce other successful people to your group. Your enthusiasm will be a catalyst for others to see you as a motivated professional, one that they will want to build a networking relationship with.

We all need to reach goals to keep ourselves motivated!! You can't reach goals that you don't set. If you don't put them down on paper they don't really count.

The TiPS Program is a professional referral service based on a shared commitment to service excellence and championed by business professionals who are members of local networking groups called TiPS Program Chapters. The TiPS Program and the TiPS Program Chapters are supported by the TiPS Network Organization which was founded on the core values of integrity, commitment, fairness, credibility & opportunity.

Contact your local TiPS Program Chapter Leader for more details on the TiPS Program and how you can truly achieve networking success.