

# TiPS Times

## TRUSTED PROFESSIONAL SERVICE PROVIDERS



### Weekly Strategies for NETWORKING WITH SUCCESS

WEEK 26

### CIRCLE YOUR WAGONS

When the pioneers were moving west to start a new life and to find prosperity, they faced many dangers along the way. One of the ways they protected themselves from predators, thieves and unwanted attacks was to circle their wagons at night or whenever danger was perceived. This formation provided an organized way to help protect one another and served to strengthen their sense of community as they made their journey. To protect your networking efforts from the day to day distractions and to promote positive momentum within your networking circle, make a habit of organizing your most valuable networking partner into a circle of focus. This simple concept will not only protect your networking efforts from outside forces, it will serve to make them even more productive. Maximizing your professional networking relationships is what “Networking With Success” and being a “Network Champion” is all about. One of the most effective ways to raise your existing level of success and to add value to your best networking relationships is to set up tactical strategy sessions. This type of networking meeting is called a **TIP Session** which stands for “**Tactical Impact Planning Session**”.

Let’s start by describing what they are not. They are definitely not a meeting or group event to make new contacts or even a meeting to help develop existing contacts into connections. They are not networking events or group meetings to bring together a large number of your own contacts and connections to facilitate introductions and to expand networking opportunities. They are not networking expos where businesses and professionals have their own table or booth to showcase their business to others and to collect business cards for follow up connection meetings. They are not a group meeting of any particular organization or a gathering where all the members of a professional networking group you belong to are invited. Although all of the above are great venues to advance your overall networking success, they are not intimate enough to support the development of individualized strategies and tactics to be implemented for maximum impact.

A TIP Session is a small strategic meeting that should be limited to 3 to 5 of your trusted networking partners or 3 to 5 of your very best networking connections at a time. The reason you only want to invite trusted networking partners and/or your most solid connections to a TIP Session is that you don’t want the meeting to be about earning trust; you want it to be focused on maximizing the trust that has already been established. This type of meeting is specifically designed to focus solely on increasing the value and productivity of your very best existing networking relationships. The purpose is to concentrate on the tactical side on working together. The discussions should focus on specific actions and activities that each individual can implement to benefit the other professionals in the meeting. Yes, this same kind of meeting can be held on a one on one setting and is recommended to deepen your individual relationship. However, the collaborative effort and the exchange of ideas in small intimate groups focused on impact can produce a level of value and productivity that can’t always be achieved in a one on one setting. Organizing a TIP Session can provide both a wider and deeper range of opportunities for each of the attending networking partners. In many cases the group will uncover possible synergies that may have been previously overlooked. A highly productive TIP Session will create stronger individual bonds and foster a true sense of teamwork between attendees. These sessions will strengthen everyone’s commitment to sharing and most importantly to the referral process.

The main goal of each TIP session is to explore new and creative ways to truly expand the number of referrals between you and your best networking partners. So circle your wagons by organizing a TIP Session and network with success.

**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.**

**Please visit our website at [www.TiPSProviders.com](http://www.TiPSProviders.com) and contact your local TiPS Program Chapter Leader for more details on how you can become a Network Champion and truly achieve networking success.**