

**PROSPECTING &
NETWORKING**
Business Building Tools



Annuity



Discover the Power of Locals!

Partnering with other professionals who are well-established and respected in the community can be a great opportunity for networking. Consider looking for those who are successful and well-known locally.

Contact your North
American distributor
to gain access to this
powerful idea.

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Partnering with other professionals who are well-established and respected in the community can be a great opportunity for networking. Consider looking for those who are successful and well-known locally.

Introduce yourself and make them aware of the services you provide. Let them know you have heard of them and they are someone with the characteristics you admire and look for in a professional. Discuss their trade, and interject your own thoughts about business. Make contact with people in professions relative to yours, such as lawyers and accountants. Professionals who have opinions that influence people are a great resource. Ask that they keep you in mind if they hear of prospects who could benefit from your services. To strengthen the relationship with these professionals, be sure to pass along their names to those who could utilize their services. Remember it is a win-win opportunity for both parties.

Professionals with close community ties will be most beneficial. People already trust them and you want to be trusted too. Perhaps the mayor, local chamber of commerce members or business organizations may provide you the opportunity to network and build the business relationships you are looking for.

Meeting and networking with local professionals can produce a positive situation for all parties involved.



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