

# Are You A Good Networker?

<i>Please tick your usual behaviour</i>	Yes	No
1. When I go to a networking event I always arrive early	<input type="checkbox"/>	<input type="checkbox"/>
2. I always carry plenty of business cards with me	<input type="checkbox"/>	<input type="checkbox"/>
3. I know how to 'work the room' and meet as many people as possible	<input type="checkbox"/>	<input type="checkbox"/>
4. I take the time to really listen to people and think about how we could assist each other	<input type="checkbox"/>	<input type="checkbox"/>
5. I am an active member of a number of networks outside work	<input type="checkbox"/>	<input type="checkbox"/>
6. I consciously develop networks within my organisation	<input type="checkbox"/>	<input type="checkbox"/>
7. I have an informal get together with work colleagues, both within my organisation and from other businesses, at least three times a month	<input type="checkbox"/>	<input type="checkbox"/>
8. I notify colleagues of business opportunities they may not be aware of	<input type="checkbox"/>	<input type="checkbox"/>
9. I have a system to follow-up with new contacts and to stay in touch	<input type="checkbox"/>	<input type="checkbox"/>
10. I have a good social network outside work	<input type="checkbox"/>	<input type="checkbox"/>

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The purpose of this simple quiz is to get you to think about how you currently network, or not! Check your answers again - those that you ticked "no" are the skills you could develop to be more effective in using networking to build your contacts and business growth.

**Need help with Networking?** Go to [www.candytymson.com](http://www.candytymson.com) and download some of the free articles. Also consider utilising some of the other resources offered at this website.

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