

Art of Networking

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One of the best ways to keep yourself going in life is to constantly have new challenges. A sure way to do so is to have people open doors for you and provide you with opportunities. To ensure this flow of events, you must constantly expand your network of contacts and think of them as a forgotten investments on which you might eventually be able to collect a return.

Remember that networkig is a two way process and that honest and trustworthy people will always return the favor. This is best described by the old saying: "You scratch my back and I'll scratch yours". This is not to imply that you will give and/or expect a favor from every person you meet, but keep your eyes open.

The key to networking is cultivating relationship and sharing ideas, information and resources. This is a two step and two way process: the first part is to let people know what you do and the second part is to listen to what others have to share.

The universal law of giving, as referred to by Deepak Chopra in his seven Spiritual laws of success can be seen in action through effective networking. The universe operates through dynamic exchange, giving and receiving are different aspects of the flow of energy. In our willingness to give that which we seek, we keep the abundance of the universe circulating in our lives.

The two key words for successful networking are planning and personal. That means planning and making contacts for professional and personal gain. Networking has to be planned to be effective - it doesn't just happen - and quality networking only happens when supportive personal relationships are built.

Networking is a 24 hour a day process. You are always on the lookout for people to include in your network, and on the lookout for formal and informal networks you can join. Understand that networking may not provide immediate benefits. It may take years to see the results of your networking efforts.

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