3 Questions to Determine Which Networking Event is Right For You



Ask yourself these three questions to determine the right networking event for you.

April 8, 2019 1 min read

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How can a time-strapped businessperson figure out which networking events they should attend and which ones can they should completely ignore?

First, “Who are my best prospects?” This is like asking yourself “what is my target market?” You’d be surprised at how many people don’t know the answer to that question. Each target market will have a strategy that requires you to

network in different places.

Next, “Where can I meet my best prospects?” As you begin to target specific niche markets, there are other opportunities that fall outside the typical networking event.

And finally, ask yourself “Whom, exactly, do I want to meet?” It’s important to surround yourself with quality business contacts; since the best way to your ideal contact is very often through another contact.

Find more networking tips in “Networking Like a Pro: Turning Contacts into Connections” by Ivan Misner and Brian Hilliard.

https://www.entrepreneur.com/video/329260