

# *Speed Networking*

*Fast, Fun & Profitable*

Tuesday, April 6, 2010

6:00 p.m. to 8:00 p.m.

At the Clovis Chamber, 325 Pollasky Ave.

- ★ Make more contacts
- ★ Get more leads
- ★ And get your business known



Light snacks and plenty of beverages provided.

**\$14** for Clovis Chamber members    **\$26** for non-members

**Space is limited to the first 24 paid people.**  
**Sign up early - these events always sell out.**

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Return this portion.

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Company: \_\_\_\_\_ Member?    yes    no

check enclosed    or     Visa or MC # \_\_\_\_\_ Exp: \_\_\_\_\_

Do you need a receipt?    Yes    no

Or register on line at <http://tinyurl.com/SpeedNetApr6>

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**Payment is NON-REFUNDABLE, but your seat is transferable!**

Fax with credit card # to 299-2969 or mail check to Clovis Chamber, 325 Pollasky, Clovis, CA 93612

**Call Beth Bridges at 299-7363 for more information.**

The event may be recorded, photographed, or otherwise publicized, and by attending you hereby grant permission to utilize your image or likeness in connection with any video or print representation of this event

## Schedule:

- Event is from 6 p.m. to 8:00 p.m.
  - 5:45 p.m. Door opens.
  - 6:10 p.m. All participants to be seated and ready for briefing.
  - 6:30 p.m. Speed networking begins! Round 1 will take about 35 minutes.
    - You will be seated. Only one side will move each time.
    - You will have only **2 minutes** with each partner. This is for BOTH people! So you must *share* the time.
  - 7:05 p.m. BREAK for snacks and drinks
  - 7:20 p.m. Round 2 will take about 35 minutes.
  - 7:55 p.m. Speed Networking is done... Take a few minutes to solidify connections and follow up with some of your best contacts.

## Preparation Tips:

- Bring plenty of business cards. You will speak to 23 people, but they might want an extra or two to give out. Do not bring large brochures or packets. You might create a small, quarter-page info sheet to hand out.
- Bring a pen for notes. Bring a small notepad if you need more extensive notes.
- Be ready with a very concise description of what you do ... prepare it in advance and practice it! You can get a lot of information across in just **10 – 20 seconds**. Do not give a detailed description of your services. Find out where you can benefit each other, not give a sales pitch.
- You have two minutes but don't take one minute each to give your presentation! Make sure you're having a dialog, not two monologues!
- This moves quickly and will be noisy. Give your card to the other person right away. Wear comfortable shoes. Be ready to move.
- **Follow up!** You might not make a connection with everyone there, but be sure to follow-up with those that you do. That is the value!!