

# Essex Business Network

Bringing Business in Essex Together

## ***'Listen to what others have to say'***

One of the biggest aspects of being able to recommending other peoples business is knowing what they do. Unless you listen and pay attention you cant effectively do this.

It doesn't matter what type of Network group you attend; Weekly, monthly, breakfast group or social, if you don't listen you will never know how you can benefit from those who are speaking.

If you are a good listener, people will tell you more, which will lead them to asking you more about you and your business. Hey Presto.... New business relationship.

Its not rocket science to become a 'good networker' it just takes a little common sense and common courtesy for it all to work.

People buy from people and more importantly they buy from people they like and trust. By your listening to your peers you are demonstrating the will to participate, take in and be involved in helping them develop their business. They are then much more likely to reciprocate the same to you and your business.

Don't be afraid to ask questions to those you meet at networking events, people love answering questions about themselves. Once they have answered you say thank you or if they didn't quite answer your question ask another. They will wonder if you can help them in their business and will be eager to find out more about you.

Don't 'over talk someone who is speaking let them finish what they are saying and then respond to them. You wouldn't like it if someone kept interrupting you while you were speaking.

Breakfast groups are an ideal way to get to know your peers, they have an opportunity to speak every week about their business, This is your ideal opportunity to 'listen'.

Now its your turn to listen to me!

**Come and join Essex Business Network this week,  
you will be listened to I promise...**