

## **Building Your Quality Network** **One Relationship at a Time**

Diane Darling, in her book "The Networking Survival Guide," defines networking as "the art of building and sustaining mutually beneficial relationships." Networking is not just an event, but rather an opportunity to actively connect with others to exchange information, contacts and experience for professional or social purposes.

Networking is an ongoing process which can consume a great deal of our time. It is important to qualify what we can offer and what we require from a network in order to use our time and resources effectively. To make the most of our networking opportunities I recommend that we be prepared, be interested, be inclusive, be generous, be honest and most of all, enjoy ourselves while we are building our quality network – one relationship at a time.

I look forward to seeing you at another event in the near future.

Cheers

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*The difficult we get at right away,  
the impossible takes a little longer."*

*Author Unknown*