

The 10 Networking Rules

1. **Start with enough contacts. Everyone is a contact.**
2. **Value all contacts.**
3. **Depersonalize the process.**
4. **Redefine rejection.**
5. **Think continuum.**
6. **Anticipate reciprocity.**
7. **Ask the right questions.**
8. **Appreciate the process.**
9. **Follow up.**
10. **Success can be your next contact.**

Remember to continuously improve after all...isn't that the point of life???

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