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What You Can Expect

*A compelling keynote address from Bill Whyte, CEO & Head Badger of W.S. Badger Company

*Introduction & Review of NHBSR's progress and plans

*Fun Ice Breaker presented by **Grappone Automotive Group**

*Speed Networking presented by the **Marlboro College MBA in**

Sustainability

*Complimentary food, wine & beer from New Hampshire's Own

*Raffle Prizes drawn at the end of the evening by **Fairpoint**

Communications

Register TODAY by 5 pm

Or call 603.391.8471 for more information.

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Tips on Speed Networking

For those of you attending tomorrow evening's (October 23, 2008) Member Appreciation Social & Annual Meeting at Wiggin & Nourie, P.A. at 670 North Commercial Street, Suite 305 in Manchester, I thought you might enjoy some tips from the experts to maximize your Speed Networking experience, brought to you by The Marlboro MBA in Managing for Sustainability.

Do:

1. **Do Bring Business Cards**

While it is elementary, many people often forget. If you don't have business cards, you should make sure you visit a Staples, Office Depot or Kinko's to have cards printed. Even if you are in career transition, it makes good sense to have a business card with your contact information.

2. **Do Explain Your Objective in Under 30 Seconds**

This is critical. You should be able to explain what you do in under 30 seconds. People can often lose interest if you drag on explaining what you do. Make sure you tighten up your statement and let them ask questions to learn more.

3. **Do Listen**

Though you may not have a need for someone's product or

services or you don't find there is a beneficial reason to meet beyond your short meeting, it is imperative for you to listen. That individual might trigger an interesting point you haven't thought of or a connection you might not have considered. In addition, if they give you the courtesy to listen to your objectives, you should do the same.

4. **Do Rotate When You Are Informed to Do So**

Not rotating on time can back up the event and frustrate other participants. If you are having a great conversation with your partner, you can continue your conversation at the end of the event or schedule a time outside the event to further discuss your common interest.

5. **Do Offer to Assist Your Partner**

Sometimes assisting others does more good than you would expect. When you assist someone, they are much more likely to consider you and your offerings and mention you to others.

Don't:

1. **Don't Bring Big Marketing Packets**

People are meeting many others and collecting information throughout the night. People are often turned off when individuals are presented with big information packets they did not request.

2. **Don't Pass Out Unsolicited Resumes**

Unless the event is specific to a career event, don't assume that everyone wants a copy of your resume. During the course of your conversation, politely ask if they are willing to take your resume and pass along your information to anyone in their network that might be interested.

3. **Don't Talk the Entire Time**

While this may turn people off, this could also make you miss out on learning about something that is of interest to you.

4. **Don't Assume**

Don't assume that everyone wants your services or products and don't take it personal if they don't have a need. It would be wise to ask your partner if they are aware of people in their network who might benefit from your product or services and if they can pass your information along.

5. **Don't Skip a Round**

Don't skip a round because someone's profile didn't meet your specific requirements. You never know who someone knows. The key is to uncover if they know an individual within their network who might benefit from your services.

Event Details

Member Appreciation Social & Annual Meeting

Featuring Keynote Speaker Bill Whyte, CEO & Head Badger of the W.S. Badger Company

Thursday, October 23, 2008

5:00 pm to 8:00 pm

Wiggin & Nourie, P.A.

670 North Commercial Street, Suite 305, Manchester

Final Registration Closes TODAY at 3 pm

Register at www.nhbsr.org

Or call 603.391.8471 for more information

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