

The 12 Universal Laws of Networking

By Daniel Ally

- 1. BE BOLD IN APPROACHING THOSE YOU WANT TO MEET, ESPECIALLY LEADERS.**
- 2. ALWAYS EXCHANGE FULL CONTACT INFORMATION WITH NEW CONNECTIONS.**
- 3. THE FORTUNE IN THE FOLLOW UP. CALL, EMAIL, TEXT, & SEND GIFTS BACK ASAP.**
- 4. DON'T CONNECT WITH PEOPLE WHO DON'T WANT TO CONNECT WITH YOU.**
- 5. BE CAREFUL WITH HOW YOU NETWORK WITH DRUNK OR WASTED PEOPLE.**
- 6. STOP OVERTALKING AND SHARING STORIES THAT NO ONE CARES ABOUT.**
- 7. PEOPLE WHO ARE BY THEMSELVES ARE USUALLY WISER, SO APPROACH THEM.**
- 8. BE KIND, COURTEOUS, AND GENUINE WITH EVERYONE YOU MEET ALONG THE WAY.**
- 9. ALWAYS LOOK FOR POTENTIAL CLIENTS, EMPLOYEES, FRIENDS, AND INVESTORS.**
- 10. TAKE NOTES AND LET OTHERS KNOW YOU'RE WRITING DOWN KEY DETAILS.**
- 11. NEVER GET CAUGHT OVEREATING, YAWNING, OR POOPING. DO IT DISCREETLY.**
- 12. OVERSHARING IS THE KEY TO COMPLETELY KILLING THE VIBE AROUND OTHERS.**