

---

# *WANT TO BE A BETTER NETWORKER?*

---

## HERE ARE 10 THINGS YOU CAN DO TO IMPROVE YOUR NETWORKING SKILLS TODAY!

1. Stay in touch with people you like and respect even if they can't help you immediately. You don't want to go to someone only when you need something.
2. Be generous. Since you're looking to create mutually beneficial relationships, a good way to kick-start this is by thinking of ways in which you can help others.
3. Listen well. Good listening skills and other less tangible (but valuable) gestures of kindness and generosity are highly successful and beneficial attributes to a good networker. Become a better listener. Ask a question and then be quiet until you hear the answer.
4. Sincerity is the only way to be.
5. Follow up. Don't get someone's business card or e-mail address and forget about it. Find a way to stay in touch.
6. Maintain your network. Whenever you find an article that might be of interest to them, for instance, send it on their way.
7. Use social networking and social media tools. Develop some online contacts that you might be interested in networking with. No matter what you are looking for, you are sure to find a social networking site that will meet your needs.
8. Get active. Join Facebook, Twitter, and LinkedIn. These sites are growing at a phenomenal rate and people are flocking to them in droves. Get out there and start connecting.
9. Talk to people you don't know everywhere you go.
10. Keep a great updated brochure, business card or other form of information about yourself on you at all times. Get comfortable handing out your card.

Adapted from <http://www.wikihow.com/Network>

A trusted source to elevate system improvement performance through

*collaborative & innovative means.*

For more information about QHN, please visit:  
[www.qhn.ca](http://www.qhn.ca)