

Melbourne Business Group

Introduction

- Meetings are held on alternate Tuesdays.
- For our group to be successful, we need to attend all meetings.
- Be punctual and professional.
- One member per business category.
- No fees.

Our Goals

- To endeavour to grow a group of self employed business professionals to a maximum of 20-25 people.
- To deal professionally and honestly with all members and their referral clients.
- To build win/win relationships.
- To be accessible, approachable and available.
- To support and help each other where possible.

Sometimes we need to take a leap of faith for a door to open.

**Happiness is not something ready-made, it comes from your own actions
- have FUN networking.**

Networking Tips

1. Each member must contribute something. For a network system to work effectively, every member within the network must contribute something to the group.
2. Think about networking as a way to build long term relationships - not to sell on the spot.
3. Think of yourself as a solution-finder, rather than a sales person. Not everyone can use your product or service, but the people you meet can often refer you to friends and colleagues.
4. BE PATIENT. It takes time for people to trust you and understand what value you are bringing into their personal and/or professional space. Once trust is established, the relationship will be very rewarding.
5. Reciprocate. Networking is a two way street. So if someone has assisted you, make it a priority to help them down the road. However, do not expect something from someone just because you did something for them. Sometimes that person may not be in the position to help you. However, if you help someone out of the goodness of your heart, it is the 'order of the universe' that someone will help you one day.
6. Believe in the ripple effect – one contact can lead to many opportunities.