

PHASE 4

THE TEN COMMANDMENTS OF NETWORKING

(Lawson, 2001)

- Hope to receive support and assistance, but expect nothing in return for the support and assistance you give
- Do not keep track of the assistance you give, the favours you provide, or the ways you say yes to people. Networking is NOT about keeping scores
- Maintain an open mind and receptivity to the process of exchange. Be willing to learn from others
- It is easier to reach your goals when you have help and assistance. $1 + 1 = 3$
- Apply the golden rule. Do unto others as you would have them do unto you
- Honour your contacts and yourself by doing the things you say you are going to do, by keeping your commitments, by following through and by following up
- If you need support or assistance, ask for it – if you do not, you will not get it! Are you worth the help you need?
- Give in any way you can
- Engage in networking for its intrinsic value
- Be thankful for the fellowship and support of your contacts and express thanks often