

# Top 10 Traits of Master Networkers

Ever wonder why some people excel at business networking. Often the characteristics that lead to excellent business networking carry over into personal relationships. Dr. Ivan Misner's book *The 29% Solution* identifies the Top Ten Traits of a Master Networker. So here they are:

1. **Timely follow-up on referrals:** Following up with what you say you're going to do, when you say you're going to do it, builds your credibility and trust.
2. **Positive Attitude:** Positive attitudes are contagious. People want to be around you. Being positive contributes to your determination, internal motivation, and ultimate business success.
3. **Enthusiasm:** Enthusiastic and motivated people make things happen for themselves – and for the people they know.
4. **Trustworthiness:** Trust, as we have been taught, is earned. It develops over time and throughout the time of a relationship. Trust is the foundation of your **Credibility**.
5. **Good listening skills:** Listening and understanding the needs and problems of others can position you to engage the services of people you know. Communication well takes focus and effective listening.
6. **Commitment to Networking 24/7:** Master Networkers are never formally off duty. Networking is so natural to them that they can be found networking in the grocery store line, doctor's office and at their children's school and well as in networking functions. They operate on the **Givers Gain** mind-set where ever they are.
7. **Gratitude:** Thanking others at every opportunity will help you stand out from the crowd. Expressing sincere gratitude to the people who will one day be there to help you is not just a courtesy – it's the right thing to do.
8. **Helpfulness:** Master networkers keep their eyes and ears open for opportunities to advance other people's interests because they really want to. Master networkers get joy out of helping other people succeed.
9. **Sincerity:** Those who have developed successful networking skills convey their sincerity at every turn. No multi-tasking here. Master networkers give their full attention to the task at hand. Make eye contact when you are speaking to people in person. Sincerely show that you care and give your complete attention to the person in front of you.
10. **Dedicated to Working One's Network:** Master networkers don't let any opportunity to work their networks pass them by. They set up appointments to get better acquainted with new contacts and learn about them quickly so the path to Visibility and Credibility can be initiated. This is particularly true with respect to new members