

Killer Networking Webinar Resources
ATA Webinar Series - Eve Lindemuth Bodeux
October 4, 2016

The True Value of Networking

The Real Value of Networking, Jonathan Farrington - <https://www.allbusiness.com/the-real-value-of-networking-14316211-1.html>

How to Network the Right Way, Andrew Vest - <http://www.kearneycoc.org/EventsNews/Blog/TabId/214/ArtMID/679/ArticleID/35/How-To-Network-The-Right-Way.aspx>

6 Reasons Why You Should Network, Elizabeth Harrin - <http://www.girlsguidetopm.com/2014/07/6-reasons-why-networking-is-important/>

Sources for Business Cards

Moo.com

Vistaprint.com

Gotprint.com

Your local printer or office store.

ATA's Getting it Right Documents

Translation – Getting it Right - https://www.atanet.org/publications/Getting_it_right.pdf

Interpreting – Getting it Right - https://www.atanet.org/publications/getting_it_right_int.pdf

Ideas for Following Up

<http://www.hubspot.com/sales/follow-up-email-after-meeting-networking>

<https://www.themuse.com/advice/finally-5-email-templates-that-make-following-up-with-anyone-way-less-awkward>

Additional Resources

The intentionalnetworker.com's Patti DeNucci shares her networking guidelines - <http://www.intentionalnetworker.com/2013/04/when-where-how-should-i-network/>

Intercultural communication: Business networking and cultural behavior patterns - <http://www.romania-insider.com/intercultural-communication-business-networking-and-cultural-behavior-patterns/>

Track and Schedule template: <https://www.themuse.com/advice/simple-ways-to-keep-your-network-from-growing-cold>