



# 12 Rules of Effective Networking

Strategies and tactics for making your connections matter

Sandy Jones-Kaminski, author of **I'm at a Networking Event - Now What???**

Just like effective management and leadership skills, networking skills can be learned. These "12 Rules" are easy-to-remember tactics and valuable insights on what to do to build social capital and grow and nurture your professional network. Just as importantly, it identifies ineffective networking habits to avoid. In a streamed webinar or live presentation tailored for your audience, Sandy will explain how to be a "pay it forward" focused person, as well as how to be more memorable while putting forth all that effort.

You'll learn:

- Ways to begin a conversation without asking "So, what do you do?"
- Which side is the right side to wear a name tag
- How to approach networking as community service instead of self-promotion

## Recent Presentation Feedback:

*"She breaks down networking, a process that used to mystify me, into practical steps."*

*"Sandy was the speaker for a webinar I attended titled 'The 12 Rules of Effective Networking,' and it was an hour very well spent. I don't consider myself a novice networker, but she offered some creative suggestions, which made me go 'hmmm.' She's an excellent speaker, managing to keep even a remote webinar audience engaged."*

*"I'm not outgoing naturally and I often don't know what to say to people I don't know. Sandy changed all that for me."*

## About the Speaker

Sandy Jones-Kaminski is the author of ["I'm at a Networking Event--Now What???"](#), the #1 pick on the 2010 Inc.com Holiday Gift Guide Wish List. She has been a VP of Networking for a major national professional development association, and, since 1998, an executive in the human capital resources and services industry. Today, Sandy shares her hard-earned insights and advice on effective professional networking, LinkedIn and personal branding via webinars, panels, keynotes, one-on-one consulting and workshops. She's a bylined columnist for onTargetjobs and The Salary Reporter on PayScale.com, and has been featured on Fox Business News, NWJobs, Work Goes Strong, Bankrate.com, You're Hired! and My Global Career. Learn more via her website at [www.belladomain.com](http://www.belladomain.com) or follow her on [Twitter: @sandyjk](#).

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