



Action Book 1: Before Things to do before you attend an event

Source a delegates list for research

Contact the event host to request introductions

Search for event #'s on social media

Use the event # on social media

Start conversations with other delegates

Contact the event speakers

Pre-arrange meetings before, during or after the event

Prepare questions for during Q&A opportunities

Share the event with your contacts

Invite people from your network to attend so you can catch up



Action Book 2: After Things to do after you attend an event

Take notes about the event and people you met

Connect with people on LinkedIn

Follow people and organisations on Twitter

Send people a 'nice to meet you' email

Personalise all emails and social based on the conversations you had

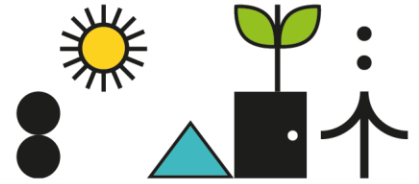
Share information about the event to your wider network

Share knowledge from the event with your wider network

Share general info & knowledge with your new connections

Make introductions between your new and existing network

Add value to your new connections



Action Book 3: Ongoing Ways to nurture the relationships in your network

Engage with their social media content

Tag them in content they might find valuable

Share information with your network

Share knowledge and experiences with your network

Introduce the people in your network to each other

Send people a message via social or email

Arrange a phone call to catch up

Book in a Zoom call to catch up

Go for a coffee/cake to catch up

Add value to your network