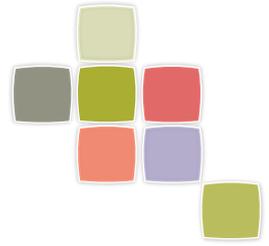


FINANCIAL DYNAMICS

Chartered Certified Accountants & Business Advisers



Business Insights



ALL AT YOUR FINGERTIPS

Mobile news sites now set up their pages with easy to read and convenient categories such as top news stores, sport, entertainment etc. All it takes is a few minutes to read the headlines. You will be surprised at how much you can learn from just a cursory glance. You have enough information to start asking questions and conversing with someone new. Getting a conversation going is simply a good networking strategy and, as a bonus, you'll learn a lot from these conversations you might never have otherwise had.

ITS GOOD TO TALK

One of the most important aspects of networking is the small talk that occurs at networking functions. These ice-breaking conversations are important because they are the first opportunities to identify and begin to grow connections with other people, connections that may lead to business referrals in both the short and long term.

The fear of all the small talk is the single most common objection which turns people away from networking. Many people simply dread the thought of having to carry on conversations with people they have never met before. The fact is they are not afraid to talk but intimidated by the task of finding something to talk about.

KEEP UP TO DATE WITH THE HEADLINES

A good tip is for business people to stay on top modern culture and current affairs. Indeed, the latest news stories are a great way in order to break the ice and enable you to find current ground and common interests with people you have met for the very first time. So, how do you start and maintain a conversation at a networking or other event with someone you don't know at all? Well the answer is simple. Just ask questions. Sounds simple, it is. A great way to get people to talk is to ask a few feeder questions that will help you learn what the other person is interested in. Then, simply home in on that subject. Remember, you don't have to know anything about the topic to converse about the topic. You just have to know enough to ask the questions.



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For further help and advice
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