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## Conversation on Networking, The Newsletter

**Finding, Developing, and Maintaining Relationships for Business and Life**  
**December 2005**

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Greetings,

We've done it. Given in to those of you desperately seeking ongoing contact with us. And even early since we've been talking about sending out Volume 1 in January. So think of this as an extra issue at no extra cost as they say in the magazine subscription world. Of course, there's never any cost for Conversation On Networking, The Newsletter. So feel free (so to speak) to pass this around or even sign up your friends. Who knows, maybe reading this regularly and even better, attending a live show--will even help your enemies turn into nice people.

The Book is almost ready to be printed, some final editing, illustrations, design. And then, Conversation On Networking, The Book. We figured with The Book almost out of the way, and with the continuous arm twisting by some of you starting to hurt, it was time to sit down and begin our monthly attempt to improve the world's ability to find, develop, and maintain great relationships for business and life.

Please send us any ideas for future missives. We love to get interesting stories, wonderful fan mail, ideas that work or don't work, fantastic fan mail, names of useful networking books or websites, spectacular fan mail, even, although it hurts to think this could happen--things you don't like about us, and finally, of course, some great fan mail. After all, as many of you know, we thrive on interactivity and connecting with everyone. In future issues we're even going to answer a question or two sent in by someone, so send us questions.

Which reminds me of something. This really happened to Kay. It seems like a great way to start off a new newsletter about developing great networking skills. I think of this story as "Arrogance Unlimited."

So there Kay is, at some event. Actually, she's the speaker. She's early, of course, and talking to the person behind the registration table while she reads all the nametags to see who's coming, and who she wants to make sure she meets. And then the lady

behind the table needs to take a quick break--we'll skip the details. So Kay, always looking for an opportunity to help out and to meet people, offers to sit down and hold the fort for a few minutes.

Kay is having a great time meeting everyone, finding out their name, and giving them their nametag. She's thinking what a great way this is to start off a meeting full of people she never met. And then it happens. Two women approach the desk. One says to the other "let me introduce you to Kay." The other responds "No, I never talk to secretaries."

Since we told everyone we would keep these newsletters from the networking front short and entertaining, that's all for now. See you next month, and remember, Everyone is Important.

Tip of the newsletter: Intelligence – gathering the facts before making the decision

[For more tips](#)

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