



Networking at ASTD – Atlanta Chapter

**The 1st Source in Greater Atlanta:
Linking People, Learning and Performance**

The focus of networking within the chapter is to provide an opportunity for members and guests to make connections in order to:

- Share meaningful experiences
- Identify relevant resources and references
- Create lasting relationships and partnerships

Networking Guidelines

Do

- Introduce yourself.
- Ask questions about the other person/people and their interests.
- Pay attention and listen to the people around you.
- Keep in touch with people.
- Plan to make a difference.
- Participate in chapter activities.

Don't

- Wait for people to approach you.
- Spend too much time talking about yourself or your company unless asked to do so.
- Sell, seek work or open topics that are more suited for private conversations.
- Contact people that have not expressed a willingness for follow-up.
- Expect others to earn your attention.
- Expect results without effort.

***Networking with ASTD is the key to
enhancing your knowledge and connections.***