

Preparation – know your topic/audience AND prepare great questions to ask

Energy – BRING IT. The most important are confidence, gratitude, and empathy

Connection – listen and care about the answers to your questions

Value – what's in it for them, and what makes you different

Commitment – agree to next steps

Expectations- what happens next - who/what/when/where/how/why

Persistence – is a good thing, if done professionally

MAXIMIZE YOUR MEETINGS

