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The opinions expressed by the contributors of the entrepreneur are his own. You are reading US entrepreneurs, an international franchise of media entrepreneurs. I recently had a coffee with someone who had joined me for advice on marketing. He was introduced by a friend, so the initial meeting went well as we have already had someone in common. We discussed specific strategies fruit low suspicion that his company could implement in the coming weeks-things that had worked for me. Personally, I enjoyed the conversation and learning of the vision of his company, so I was happy to help me. It has offered to share some other ideas that I have had over email but I never heard from him. I'm sure this has happened to many people. I made similar mistakes alone. Unfortunately, too many people forget the last step which is crucial to any successful network label: following up. Following UP supports the missing puzzle piece for any new relationship formed and can update a good relationship with a major in minutes. It is often just as important as getting the meeting itself. You've already done the hard part to reach out and create an initial connection with some. © Why not spend another five minutes to further bring the relationship? I'm not talking about creating a simple e-mail to a line that lands immediately in a "Mark folder as read." Follow these simple five rules, and leave a memorable impression every time. Related: hacks the formula for success with better decision process1. Followed the same day. Un'idealiale few hours after a meeting, do your follow-up. Just as you pursue a new lead for your business, follow-up as soon as you can while the initial meeting is still fresh. Most people wait a day or even a week to follow, but at that point the other's attention shifted to something else. If you're like most busy people, millions of other things intrrometteno on any given day. Get used to follow immediately after the meeting or schedule a reminder on your calendar to follow later that day. 2. Remember a point culminante.MENtura a highlight from the conversation: something funny, insightful or a history shared by the person you've met. Do something that the other person shared © because there's a good chance that this individual will not remember what you said. It will be especially powerful if you managed to create an emotional connection with this person during your meeting. Beware of a moment shared evoke a memory and an emotional connection, pushing the other person feel compelled to read your email and respond. During the meeting, be sure to pick up a point away, a shared moment (just one) with the other person that you called in your communication follow-up.Related: May the force (work) to be with you: how to be a LinkedIn Jedi (infographic) 3. Create immediate value. Immediately create value for the person in your follow-up will be the single biggest factor that will differencerÁ by anyone other than the individual has met the approach I have taken is working it is to create an introduction with a 'other person that may be of benefit to this individual. It's so that it becomes a powerful connector. Located in situations like this, it's the thought that counts. If the person eventually benefit from the introduction or not, you have set the stage for a precious relationship that will continue to grow in the long term. I can not stress how powerful this strategy to me.4. Log in via social media and reach your new contacts the best opportunity to meet you personally and By sending an invitation to connect to a social media channel. This will allow the person to browse through your profile by describing your background and strengths and form a clearer idea of how he or she could help you - through the tutor or link to someone in her network. Address book to this person media (like Twitter or LinkedIn), other than e-mail after following. Connect on additional channels like Facebook and Instagram if it seems right, depending on your personality and the type of content you share.The people more likely to go above and beyond to help you succeed are not the knowledge you have already on LinkedIn . Rather new insights may result from new friends who form.Networking intelligently is about promoting genuine friendships with people who share common goals and interests with you. This is not a simple exchange of business cards. 5. Schedule the next meeting. Getting that first meeting has been tough. Now you have a foot in the door and have developed a relationship. Strengthening the relationship should become the next focus and the best way to do this it is to organize meetings for consistent catching up. This is how you can move your connection from a business relationship to a friendship, and where real mutual benefits can happen.Remember, momentum is the key to promoting trust and reliability in every relationship. Share your tips on the action in below.Related comments: 5 Tips for authentic Networking in a co-working space ita s creeping up on February. The gym crowd have thinnedÁ in quantity, not in body mass index. This meditation DVD you picked is still in its shrink. And, if youÁ e King as more than half of January, goal-setter youÁ e re likely to fail from the six-month mark, according to John C. Norcross, Ph.D., professor of psychology at the University of Scranton in Pennsylvania. © but just because the odds are against you, doesnÁ e t mean you should give up. The motivation expert Steve Levinson, author of the following means: a revolutionary new model for Finishing Whatever You Start has some advice that can help with the follow-through and hit those goals. Best of all, this approach can be applied to anything from your weight loss efforts to your professional aspirations.1. Be honest about what you want.Successful follow-through requires some up-front preparation, including understanding what the real goal. You could say that you want to get a promotion for this year or strike your out of the park number of sales, but because ©? Á Á Are you motivated by more money or more recognition within the company? You're on a specific career track and you want to hit a target before a certain age? Getting to the heart of what you really want and embrace it. When youÁ e re honest about what youÁ e re really trying, youÁ e Á all be more motivated to do what it takes to get there, he says..Every act takes time or effort that could be committed to something else, Levinson says. Are you ready to make the trade-off? If your goal is to be more organized, youÁ e re going to need to spend some time each day keeping the system you put in place. sales increases require more time prospecting and customer calls. Member of the book which means planting your ass in the chair every day actually writing. Make sure that you donÁ t yourself up for failure by creating demands conflict with other priorities. 3. Prepare for success.Á e Just make ita doesnÁ e t cut, Levinson says. Investing a bit' of time and maybe a little' money in your future success. If youÁ e re committed to following through more contacts, to create a system to capture information on PROSPECTA s make it easy to follow up at regular intervals.Create systems to many of your goal-related tasks as possible. For example, use the management system of accounting reports or customer follow-up with 20 of your potential customers every Monday morning. Some cases, youÁ e The need to bring to other people or delegate some responsibilities so you can focus on what you need to get done, Levinson Says.Whatever your goal is, watching the steps youÁ e LL need to take e enlisting the tools and people youÁ e The need for help that doing it is a much more effective strategy than to rely on pure Willpower.Á e Volonth force is both a precious asset and a one one. You can't really count it. Often does not come through for you when you need the most and the best thing to do is structuring the circumstances so that you don't need to rely on it Á e Á., "says Levinson. You will be this, but door Repeating: break down the steps and assign a deadline to each. It is the fastest way to tell a look if you are on the track with your follow-through or not, Levinson says.5. Encutting yourself. In the next process, USA incentives and motivators to give you the Á e

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