

How To Get the Most Out of A Live Seminar

Before you attend a live seminar:

Get very clear on WHAT you EXPECT to get out of the seminar...

- New strategy?
- A strategic alliance?
- A mentor?
- 5 new referral partners?
- Confidence about what you're already doing?

Bring business cards so you can exchange information with the people you meet

Bring a notepad or some other method for taking notes

During the Seminar:

Choose to meet at least 8 new people....

- At least talk to the people you sit next to
- Focus on **them** first
- Ask what they hope to get out of the seminar
- Ask about what they need most in their business right now
- Look for win-win reasons to stay in touch

During each speaker's session, ask yourself....

- "How can I apply what I'm learning right now in my business?"
- Write down at least 5 tips, strategies or tools

Spend breaks and meals with someone different each day (push your comfort zone)

After the Seminar:

On the way home, go through your notes and pick out the 10 MOST IMPORTANT action items you can implement right away

HINT: Prioritize based on what will make you money the fastest

Take your list of action items and block out time on your schedule specifically to accomplish them within the next 30 days.

Take the initiative to follow up with at least 5 people with whom you really connected and continue the conversation, looking for ways to help or provide value (win-win)

- Send an email
- Send a snail mail note card