McCombs Career Webinar

Thursday, October 23
Building a Pipeline: Marketing Yourself & Your Consulting Services

Presented by
Robbie Kellman Baxter
Founder of Peninsula Strategies
(www.peninsulastrategies.com)
Referrals are critical
Connect to the Membership Economy

Find Your Super Users, Master the Forever Transaction, and Build Recurring Revenue

THE MEMBERSHIP ECONOMY

ROBBIE KELLMAN BAXTER
10 Principles of Networking

1. Keep it in perspective—it’s not magic
2. Only network with people you like and admire
3. Include many types of people
4. Constantly *broaden* your network
5. Prime the pump
6. Make time for networking
7. Reach out to everyone regularly
8. Equip your loved ones to help you
9. Make networking a natural part of every day
10. Ask for the business!
Make rain during a dry spell
Don’t let the roadblocks stop you
Use your McCombs connections
Don’t worry—it’s recorded

- The recording of today’s presentation, along with the PowerPoint slides, will be available on our Career Resources web page by early next week:

http://www.mccombs.utexas.edu/Alumni/Career.aspx
THANK YOU!

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