**Networking Tip: After Your L.E.A.D. Group Meeting**

1. **Follow up as appropriate:**It's all in the follow up! Reach out to fellow members, thank visitors for attending, put the wheels in motion.
2. **Schedule one-on-one meetings:**An absolutely critical item, setting up the one-on-ones ensures you have a good communication with others and also sets the groundwork for building and strengthening relationships. Remember, folks are reluctant to work with others they don't know.
3. **Catalog information gathered:**Be sure to gather information and store in a place where you can easily have access to it. Being able to see (or touch) others' info can go a long way for TOMA (Top Of Mind Awareness).
4. **Review goals set before the meeting:**Go back and review the goals you set for the meeting. This will allow you to make changes if necessary, reflect on successes and see how they measure up post-meeting.
5. **Set new goals:**  Of meeting with at least one member of the group, passing at least one lead and bringing visitors to the next meeting.
6. **See item number 1:** Follow up. 🙂