

# Networking for entrepreneurs

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why network?...because people like to do business with people they know and trust....

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# Networking- When? Where? Who?

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- **WHEN?**

- 0-infinity- Anywhere! All the time! With Everyone!

- **WHO?**

- investors
- new employees
- potential Clients or collaboration partners (pharma or biotech)
- Other entrepreneurs- they know a lot of people
- Others who know the above

- **WHERE?**

- Start online- **Linked in**: post interesting articles so people follow you and you gain visibility, connect with everyone and invite them for a coffee, offer something to them they may need like free advice
- Learn about **local events** and attend all of them- be likable so people invite you and put you on their lists
- **Attend scientific conferences** in your sector or **become opinion leader** so you are invited to speak- this way you don't have to pay- you will also gain more trust in this position
- Once you raise capital , **organize your own events** and invite people you like to meet you

## Networking- How?

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remember to be fun or funny,  
have something interesting to share  
and listen to others

And dress for success!