

## 10 Keys to Effective Networking for Minority Entrepreneurs

- Identify your networking goals.
- Research key events and organizations in your industry.
- Prepare an elevator pitch.
- Practice active listening during conversations.
- Follow up with new connections within 48 hours.
- Provide value before asking for favors.
- Use LinkedIn to connect and engage with professionals.
- Maintain a contact list and update it regularly.
- Schedule at least one networking event per month.
- Reflect on your networking outcomes and adjust your approach.