




## How to Cultivate a Network of People Who Are **WILD** About Building Your Business!



**Heather Quisel**  
[www.HeatherQuisel.com](http://www.HeatherQuisel.com)

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**Heather Quisel**



- ✓ Top Leader in a Nationally Known MLM
- ✓ Former School Teacher
- ✓ WAHM
- ✓ Coach at [www.HeatherQuisel.com](http://www.HeatherQuisel.com)
- ✓ Socially-awkward-business-dummy-turned-serial-networker!

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## net-work-ing [net-wur-king]

**verb (used without object):**  
 : to cultivate people who can be helpful to one professionally, especially in finding employment or moving to a higher position.  
*(dictionary.com)*

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**Tonight You'll Learn :**

- the importance of focusing on others when building relationships

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**Tonight You'll Learn :**

- the importance of focusing on others when building relationships
- the Law of Reciprocity

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**Tonight You'll Learn :**

- the importance of focusing on others when building relationships
- the Law of Reciprocity
- how to stand out and get noticed in large groups...and why you want to!

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**Building Relationships**

**Providing Value to Relationships**

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## Building Relationships

- Drop the agenda

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## Building Relationships

- Drop the agenda
- Be yourself

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## Building Relationships

- Drop the agenda
- Be yourself
- Be engaging

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**Building Relationships**

- Drop the agenda
- Be yourself
- Be engaging
- Be approachable

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to relationships**

**The Law of Reciprocity:**

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to relationships**

Market other people

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**Providing Value  
to relationships**

Market other people

**Marie**

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**Providing Value  
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Serve others

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HEATHER  
BRANDED  
MAGAZINE

*“You can have **everything**  
you want in life,  
if you will just **help other people**  
get what they want.”*

-zig ziglar

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The top section features the Heather Quisel LLC logo on the left, which includes the name "heather quisel" in a sans-serif font with ".llc" and ".com" below it. On the right is a circular seal with "HEATHER QUISEL" around the perimeter and "BRANDED" across the center. Below the logo is a horizontal line of repeating text: "for me vote for me vote for me vote for me vote for me vote for me vote for me vote for me vote for me vote for me vote for me vote for me vote for me". The main headline reads "Here's What's Coming Next:" in a large, bold, black serif font. Below this is another horizontal line of the same repeating text. The central text of the slide is "The Secrets to Having It All, *Without* Losing Your Mind (or Your Life) in the Process!" in a black serif font, with "Without" italicized. At the bottom are two lines of copyright information: "©2013. Heather Quisel, LLC. All Rights Reserved" and "© 2013. Fast Forward Marketing LLC. All Rights Reserved."

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