

# Prepare to network!

If you want to get as much as possible out of networking, it is a good idea to do a little preparation for that part of the conference before you arrive. You can use the table below. It will help you realise and systematise the value of your participation in MatchPoints – before, during and after the conference.

<p><b><i>Before:</i></b></p> <ul style="list-style-type: none"><li>• Consider what you would like to get out of networking during MatchPoints</li><li>• What new knowledge do you want to explore, and which experts would you like to meet? Why?</li><li>• Do you want to improve your existing professional contacts with other conference participants?</li><li>• Do you want to add more professional contacts to your network?</li></ul>	
<p><b><i>During:</i></b></p> <ul style="list-style-type: none"><li>• How can you ensure that you maintain or make new professional contacts?</li><li>• Have you made contact with the people you wanted to meet?</li><li>• How can you benefit from these new contacts and the new knowledge you'll gain?</li><li>• Do you need to arrange new/more meetings with people while you're at MatchPoints – perhaps with people you didn't expect to meet?</li></ul>	
<p><b><i>After:</i></b></p> <ul style="list-style-type: none"><li>• How can you follow up on agreements and contacts?</li><li>• Did you accomplish what you set out to do?</li><li>• Did you manage to strengthen your professional relationships?</li><li>• Did you make new contacts – and what will you use these for?</li><li>• Would it be a good idea to do something differently next time?</li></ul>	