

# TWEETREPORTS

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## #smallbizchat

2011-09-15 to 2011-09-15  
403 Twitter search results

50 contributors  
0 retweets 322 @replies 82 links

Time	User	Tweet
2011-09-15 12:00 am	<a href="#">DanDiggler</a>	<a href="#">@helenantholis</a> much appreciated <b>#smallbizchat</b>
2011-09-15 12:01 am	<a href="#">DanDiggler</a>	<a href="#">@helenantholis</a> as is yours, very clean and good typography. Lots of breathing room. Easy to read. <b>#smallbizchat</b>
2011-09-15 12:02 am	<a href="#">SmallBizLady</a>	Tonight on <b>#SmallBizChat</b> – Mike Bruny <a href="#">@ambassadorbruny</a> on How to Leverage Conference Networking <a href="http://t.co/reismmo4">http://t.co/reismmo4</a> <b>#smallbizchat</b>
2011-09-15 12:02 am	<a href="#">MarcREnriquez</a>	Good evening everyone on <b>#smallbizchat</b> -=]
2011-09-15 12:02 am	<a href="#">SmallBizLady</a>	Welcome to <b>#SmallBizChat</b> , a weekly conversation where emerging small business owners can get answers to their questions. <b>#smallbizchat</b>
2011-09-15 12:03 am	<a href="#">helenantholis</a>	<a href="#">@DanDiggler</a> Thank you, Dan. Greatly appreciate your comments, especially from a professional. <b>#smallbizchat</b>
2011-09-15 12:03 am	<a href="#">SmallBizLady</a>	Welcome to my co-host for the night Social Media Strategist and Launch While Working advocate <a href="#">@TaiGoodwin</a> <b>#smallbizchat</b>
2011-09-15 12:03 am	<a href="#">KayAshaolu</a>	<a href="#">@MarcREnriquez</a> good evening to you too! <b>#smallbizchat</b>
2011-09-15 12:03 am	<a href="#">SmallBizLady</a>	Q: What's the focus of <b>#Smallbizchat</b> ? A: To end small business failure by helping you succeed as your own boss <b>#smallbizchat</b>
2011-09-15 12:03 am	<a href="#">BarryBirkett</a>	<a href="#">@smallbizlady</a> Thanks for having this topic as I'm getting ready for conf season. I REALLY can use it! <b>#smallbizchat</b>
2011-09-15 12:04 am	<a href="#">SmallBizLady</a>	Right now on <b>#SmallBizChat</b> : Business Development Expert Mike Bruny <a href="#">@ambassadorbruny</a> <a href="http://t.co/reismmo4">http://t.co/reismmo4</a> <b>#smallbizchat</b>
2011-09-15 12:04 am	<a href="#">thehealthmaven</a>	Hi everyone! <b>#smallbizchat</b>
2011-09-15 12:04 am	<a href="#">SmallBizLady</a>	Welcome <a href="#">@MarcREnriquez</a> <a href="#">@helenantholis</a> <a href="#">@KayAsholu</a> <b>#smallbizchat</b>
2011-09-15 12:04 am	<a href="#">MarcREnriquez</a>	Looking forward to a great <b>#smallbizchat</b> with <a href="#">@SmallBizLady</a> <a href="#">@TaiGoodwin</a> and tonight's guest <a href="#">@ambassadorbruny</a>
2011-09-15 12:04 am	<a href="#">thehealthmaven</a>	<a href="#">@BarryBirkett</a> hi bar! <b>#smallbizchat</b>
2011-09-15 12:04 am	<a href="#">SmallBizLady</a>	We are tweeting live with Mike Bruny <a href="#">@ambassadorbruny</a> about on How to Leverage Conference Networking <a href="http://t.co/reismmo4">http://t.co/reismmo4</a> <b>#smallbizchat</b>
2011-09-15 12:05 am	<a href="#">MarcREnriquez</a>	<a href="#">@SmallBizLady</a> Thanks! Hope you've been having a wonderful week. -=] <b>#smallbizchat</b>
2011-09-15 12:05 am	<a href="#">ambassadorbruny</a>	Thanks for having me <a href="#">@smallbizlady</a> . Hope everyone is doing well tonight. <b>#smallbizchat</b>
2011-09-15 12:05 am	<a href="#">JaelDesignsInc</a>	Good Evening Everyone! This is my 1st <b>#smallbizchat</b> ... Excited to be here! ;-) <b>#smallbizchat</b>
2011-09-15 12:05 am	<a href="#">MRGottschalk</a>	Hello everyone - <b>#smallbizchat</b>
2011-09-15 12:05 am	<a href="#">BarryBirkett</a>	<a href="#">@thehealthmaven</a> : Good evening, Lea! <b>#smallbizchat</b>
2011-09-15 12:06 am	<a href="#">helenantholis</a>	<a href="#">@ambassadorbruny</a> <a href="#">@smallbizlady</a> Glad to meet you tonight!

**#smallbizchat**

2011-09-15 12:06 am [KayAshaolu](#) [@SmallBizLady](#) looking forward to this! glad to see [@ambassadorbruny](#) here **#smallbizchat**

2011-09-15 12:06 am [SmallBizLady](#) Q1: I NOTICE YOU USE A HYPHEN WHEN YOU TALK ABOUT NET-WORKING. WHAT IS THAT ALL ABOUT? **#smallbizchat**

2011-09-15 12:06 am [DIYMarketters](#) Hi Melinda - came in to hear Mike Bruny! Missed you at [#SMBInfluencer](#) **#smallbizchat**

2011-09-15 12:07 am [MarcREnriquez](#) [@JaelDesignsInc](#) Welcome! **#smallbizchat**

2011-09-15 12:07 am [ambassadorbruny](#) A1: Think about networking as if all the people you know represent a physical "net." They have to be put to "work."

2011-09-15 12:08 am [ambassadorbruny](#) A1b: Knowing a lot of people is not enough.

2011-09-15 12:08 am [TaiGoodwin](#) [@JaelDesignsInc](#) Welcome - glad you could join us! **#smallbizchat**

2011-09-15 12:08 am [ambassadorbruny](#) A1c: more importantly Net-working is understanding that u are part of someone else's net & have to be ready 2 be put 2 work. **#smallbizchat**

2011-09-15 12:09 am [MRGottschalk](#) Do you mind if I ask - How do you identify those individuals who can really make a difference in your net? **#smallbizchat**

2011-09-15 12:09 am [BizFinanceForum](#) Hello to everyone on **#smallbizchat** tonight!

2011-09-15 12:09 am [MarcREnriquez](#) [@ambassadorbruny](#) Agreed - net-working's not just about what others can do for you but what you can do for others. **#smallbizchat**

2011-09-15 12:09 am [SmallBizLady](#) Q2: WHEN IT COMES TO CONFERENCE NETWORKING, WHERE DO YOU SUGGEST WE START? **#smallbizchat**

2011-09-15 12:09 am [TaiGoodwin](#) Q2: WHEN IT COMES TO CONFERENCE NETWORKING, WHERE DO YOU SUGGEST WE START? **#smallbizchat**

2011-09-15 12:10 am [plusanalysis](#) How do I market business services to other businesses? **#smallbizchat**

2011-09-15 12:10 am [MarcREnriquez](#) [@BizFinanceForum](#) Howdy Nicole --] **#smallbizchat**

2011-09-15 12:10 am [JaelDesignsInc](#) [@MarcREnriquez](#) [@TaiGoodwin](#) Thank you! Glad to be here. **#smallbizchat**

2011-09-15 12:10 am [KayAshaolu](#) [@MarcREnriquez](#) thanks! hope you're doing well too! **#smallbizchat**

2011-09-15 12:10 am [BizFinanceForum](#) [@MarcREnriquez](#) Hey there. Fashionably late tonight:)n **#smallbizchat**

2011-09-15 12:10 am [ambassadorbruny](#) A2. Start with focus.

2011-09-15 12:11 am [ambassadorbruny](#) A2b. Next, consider who at this conference can help you accomplish those goals (participants, speakers, organizers) **#smallbizchat**

2011-09-15 12:11 am [mrsadc](#) [@SmallBizLady](#): Q: What's the focus of **#Smallbizchat**? A: To end small business failure by helping you succeed as your own boss **#smallbizchat**

2011-09-15 12:11 am [ambassadorbruny](#) A2c: Consider what you need to learn to bring you closer to your goals (helps with workshop selection) **#smallbizchat**

2011-09-15 12:11 am [SmallBizLady](#) So glad to see you here [@BizFinanceForum](#) [@BigSky64](#) **#smallbizchat**

2011-09-15 12:11 am [Bigsky64](#) [@MRGottschalk](#) How you identify them where? On social media sites? **#smallbizchat**

2011-09-15 12:12 am [BizFinanceForum](#) [@SmallBizLady](#) As always glad to be here. Catching up now! **#smallbizchat**

2011-09-15 12:12 am [MrsSotology](#) I'm now in **#smallbizchat**... join me

2011-09-15 12:12 am [SmallBizLady](#) Q3: HOW DOES TECHNOLOGY AND SOCIAL MEDIA COME INTO PLAY IN CONFERENCE NETWORKING? **#smallbizchat**

2011-09-15 12:12 am [MarcREnriquez](#) See who among your current contacts will be attending the

2011-09-15 12:12 am [AvidCareerist](#) conference - introduce them to others you know. **#smallbizchat**

2011-09-15 12:12 am [ambassadorbruny](#) [@taigoodwin](#): App Tells You Which #LI, Foursquare, Twitter & FB Connections Are in the Room <http://j.mp/pz7WEM> **#smallbizchat**

2011-09-15 12:13 am [BarryBirkett](#) A3: They can help you connect with fellow participants, speakers and the organizers before the conference begins.

2011-09-15 12:13 am [DIYMarketers](#) [@mrgottschalk](#) Part is doing a little homework up front so your prepped. Also part is observing who draws attention there.

2011-09-15 12:13 am [BizFinanceForum](#) **#smallbizchat**

2011-09-15 12:13 am [ambassadorbruny](#) A2. Start with focus.

2011-09-15 12:13 am [SolunaED](#) [@AvidCareerist](#) What about people who don't use those apps? I don't personally care for them. **#smallbizchat**

2011-09-15 12:13 am [KayAshaolu](#) A3b:U can be a "Green" Networker w/ apps like [@Hashable](#). Send virtual biz cards & add reminders to follow-up after conference

2011-09-15 12:14 am [MrsSotology](#) **#smallbizchat**

2011-09-15 12:14 am [prfsmallbiz](#) Hello [@SmallBizLady](#) we are joining the **#smallbizchat** tonight. Very excited this is our first one.

2011-09-15 12:14 am [MarcREnriquez](#) A3: This is when it has started to be quite spectacular: the integration of twitter to conferences can be powerful **#smallbizchat**

2011-09-15 12:14 am [AvidCareerist](#) [@SmallBizLady](#) this has been awesome, I've met several LinkedIn & Twitter 'peeps' at conferences but we were already familiar

2011-09-15 12:14 am [helenantholis](#) **#smallbizchat**

2011-09-15 12:14 am [Bigsky64](#) Hi everyone, Karina from NJ/NYC area. PR & Marketing for small businesses. **#smallbizchat**

2011-09-15 12:14 am [MrsSotology](#) When you connect your contacts with one another, the big commonality they'll have to chat about is you. **#smallbizchat**

2011-09-15 12:15 am [BizFinanceForum](#) [@bizfinanceforum](#) Try to get a participant list before you go. Schedule meetings. Etc. **#smallbizchat**

2011-09-15 12:15 am [TaiGoodwin](#) [@prfsmallbiz](#) Hi Karina! **#smallbizchat**

2011-09-15 12:15 am [DIYMarketers](#) I try to educate my potential clients via social media. Provide valuable content. Be an expert. <http://ow.ly/6uLjb> **#smallbizchat**

2011-09-15 12:15 am [prfsmallbiz](#) [@MarcREnriquez](#) This is a good one. You become the catalyst for communication and connection. **#smallbizchat**

2011-09-15 12:15 am [LJConsultants](#) [@AvidCareerist](#) Good advice. Thanks. **#smallbizchat**

2011-09-15 12:15 am [w3consulting](#) Welcome to the chat! [@prfsmallbiz](#) **#smallbizchat**

2011-09-15 12:15 am [ambassadorbruny](#) RT Key to keeping new connections. [@ambassadorbruny](#): A3b:Send virtual biz cards & add reminders to follow-up after conference **#smallbizchat**

2011-09-15 12:15 am [MrsSotology](#) A3) U can set up Tweet ups and social media lounges at your conference to blend in-person w/ online networking **#smallbizchat**

2011-09-15 12:15 am [BarryBirkett](#) Hello All!! **#smallbizchat**

2011-09-15 12:15 am [mnstengel](#) A3 comment: I find that using Social Media during conferences (rather, events generally) has been the most effective use. **#smallbizchat**

2011-09-15 12:15 am [BarryBirkett](#) [@plusanalysis](#): Start with building the relationship first. **#smallbizchat**

2011-09-15 12:15 am [mnstengel](#) I invite people to seek me out at events! I welcome it and they are generally reciprocal. **#smallbizchat**

2011-09-15 12:15 am [mnstengel](#) I am VERY much the introvert & trad hate the social aspect of conf. I am hoping knowing people through SM makes it easier now! **#smallbizchat**

2011-09-15 12:15 am [mnstengel](#) A3: It definitely helps when a conference uses hashtags.Connect w/

others quickly creates an opportunity for more face time

**#smallbizchat**

- 2011-09-15 12:16 am [MarcREnriquez](#) [@MrsSotology](#) Absolutely - They'll usually start off with "So, how did you meet Tiffany?" **#smallbizchat**
- 2011-09-15 12:16 am [SmallBizLady](#) How to participate in **#SmallBizChat** <http://t.co/wjDXFeDf>; join in via tonight's tweetgrid: <http://t.co/m9u54i29> **#smallbizchat**
- 2011-09-15 12:16 am [ambassadorbruny](#) [@LJConsultants](#) Welcome **#smallbizchat**
- 2011-09-15 12:16 am [DIYMarketers](#) When you find out who will be attending, start those relationships early **#smallbizchat**
- 2011-09-15 12:16 am [MrsSotology](#) [@BarryBirkett](#) It will. You will already have 'talking points' and familiarity **#smallbizchat**
- 2011-09-15 12:16 am [Bigsky64](#) Does Q2 refer to networking at a location conference? Please clarify. **#smallbizchat**
- 2011-09-15 12:16 am [TaiGoodwin](#) Live right now - Interview with Mike Bruny [@ambassadorbruny](#) on How to Leverage Conference Networking <http://t.co/5txFwMFm> **#smallbizchat**
- 2011-09-15 12:16 am [BizFinanceForum](#) [@BarryBirkett](#) There must be at least one topic you love to discuss. Say Tony Romo's awful performance vs Jets... **#smallbizchat**
- 2011-09-15 12:16 am [MarcREnriquez](#) [@Bigsky64](#) Yep - physical networking. **#smallbizchat**
- 2011-09-15 12:17 am [SmallBizLady](#) It's finally available on Amazon! The "Are You Ready to Become Your Own Boss?" workbook. Emerson <http://t.co/DvHRQQ8> **#smallbizchat**
- 2011-09-15 12:17 am [MrsSotology](#) [@DIYMarketers](#) good idea. Being proactive about connecting is essential. **#smallbizchat**
- 2011-09-15 12:17 am [ambassadorbruny](#) [@BarryBirkett](#) you got it Barry. It gives you the opportunity to connect before u meet face to face. **#smallbizchat**
- 2011-09-15 12:17 am [rsidneysmith](#) A3: As a neuroscience & productivity geek, I want to offer that taking notes by hand is still better than typing. ;-) **#smallbizchat**
- 2011-09-15 12:17 am [MrsSotology](#) [@MarcREnriquez](#) Exactly, which is priceless! **#smallbizchat**
- 2011-09-15 12:18 am [GetBizSociable](#) [@KayAshaolu](#) A3: One of the most spectacular Twitter uses at conf is organizing impromptu breakouts, esp if conf has a hashtag **#smallbizchat**
- 2011-09-15 12:18 am [BizFinanceForum](#) [@MarcREnriquez](#) C'mon he lost with a 14 point lead in the 4th qtr! **#smallbizchat**
- 2011-09-15 12:18 am [SmallBizLady](#) Q4: WHAT SHOULD WE BE LOOKING FOR IN CONFERENCE NETWORKING PREPARATION WHEN WE ARE ON THE DIFFERENT SOCIAL MEDIA PLATFORMS? **#smallbizchat**
- 2011-09-15 12:18 am [ambassadorbruny](#) A4. Most important; you are following and participating in conversations in search of opportunities to add value. **#smallbizchat**
- 2011-09-15 12:18 am [ambassadorbruny](#) A4b: You should be looking for who is already talking about the conference and who are the movers and shakers.
- 2011-09-15 12:19 am [TaiGoodwin](#) [@KayAshaolu](#) A3: One of the most spectacular Twitter uses at conf is organizing impromptu breakouts, esp if conf has a hashtag **#smallbizchat**
- 2011-09-15 12:19 am [BarryBirkett](#) [@bizfinanceforum](#) Once I start talking with someone I am fine & can quickly get into zone. It's breaking that ice, though... **#smallbizchat**
- 2011-09-15 12:19 am [DIYMarketers](#) Great story about how Melinda Emerson became [@smallbizlady](#) - <http://ow.ly/6uLsF> **#smallbizchat**
- 2011-09-15 12:19 am [ambassadorbruny](#) A4c: Look for a Twitter hashtag and a Facebook group for the conference.
- 2011-09-15 12:19 am [MrsSotology](#) [@SmallBizLady](#) look to connect with others that have similar



interests. Many will broadcast the events that they are attending  
**#smallbizchat**

- 2011-09-15 12:19 am [JaelDesignsInc](#) I've met some great friends through engaging in Twitter and when we met up at conferences it's like we've been friends 4 yrs.  
**#smallbizchat**
- 2011-09-15 12:19 am [BizFinanceForum](#) [@BarryBirkett](#) Look how quickly my football comment got a reaction. Just pick something NOT political that ppl follow. **#smallbizchat**
- 2011-09-15 12:19 am [manasikakade](#) [@BarryBirkett](#) I think so. It does establish a familiarity with another person and informs you about some talking points. **#smallbizchat**
- 2011-09-15 12:20 am [prforsmallbiz](#) A4) Provide a channel where all could connect through different platforms - Ustream, YouTube, Twitter hashtag, Facebook page  
**#smallbizchat**
- 2011-09-15 12:20 am [BizFinanceForum](#) [@KayAshaolu](#) [@MarcREnriquez](#) Merely illustrating a point on ice breaking (but the dig was a fun side bennie) **#smallbizchat**
- 2011-09-15 12:20 am [MrsSotology](#) Also, let others know what conferences you will attend. Your followers or friends should have similar interests and interest **#smallbizchat**
- 2011-09-15 12:22 am [SmallBizLady](#) Q5: SPEAKING OF ADDING VALUE, WHAT IF YOU DON'T FEEL LIKE YOU HAVE ANYTHING TO OFFER? **#smallbizchat**
- 2011-09-15 12:22 am [JaelDesignsInc](#) My 1st conference I roomed w/ people I hadn't met personally but, we had such a great Twitter & FB relationship... it worked! **#smallbizchat**
- 2011-09-15 12:22 am [ambassadorbruny](#) A5: The truth is we all have something 2 offer.
- 2011-09-15 12:22 am [Robyn\\_WINH](#) A4: Don't forget about LinkedIn, w/ opportunities to connect before (through "events") & after (through "groups"/connections)  
**#smallbizchat**
- 2011-09-15 12:22 am [DIYMarketers](#) [@MarcREnriquez](#) [@MrsSotology](#) has anyone heard of an app called Lanyrd - <http://lanyrd.com/> **#smallbizchat**
- 2011-09-15 12:22 am [KPG\\_PR](#) [@JaelDesignsInc](#) I know what you mean. I've met some, done business & become friends. **#smallbizchat**
- 2011-09-15 12:22 am [ambassadorbruny](#) A5b:
- 2011-09-15 12:22 am [BizFinanceForum](#) [@ambassadorbruny](#) I'm speaking at an actuarial conference next month. Over 80% membership doesn't even have twitter! What 2do?  
**#smallbizchat**
- 2011-09-15 12:23 am [MrsSotology](#) You always have something to offer... even if it's just breaking the ice and having casual conversation. **#smallbizchat**
- 2011-09-15 12:23 am [ambassadorbruny](#) [@Robyn\\_WINH](#) true **#smallbizchat**
- 2011-09-15 12:23 am [MrsSotology](#) Use opportunities to glean not just shine **#smallbizchat**
- 2011-09-15 12:23 am [DIYMarketers](#) Lanyrd shows your community what conferences you'll be attending  
**#smallbizchat**
- 2011-09-15 12:23 am [w3consulting](#) A4: I look 4 diff content & outlines prior 2 conf's (eg, speaker's prior SlideShare files); I focus on new stuff in conf **#smallbizchat**
- 2011-09-15 12:23 am [SmallBizLady](#) [@ambassadorbruny](#) I'm speaking at an actuarial conference next month. Over 80% membership doesn't even have twitter! What 2do?  
**#smallbizchat**
- 2011-09-15 12:23 am [ambassadorbruny](#) [@BizFinanceForum](#) do they have any social media? could use LinkedIn or FB as well. **#smallbizchat**
- 2011-09-15 12:23 am [MarcREnriquez](#) Not everyone you meet wants to be on your e-mail list - so don't go collecting biz cards for that purpose. **#smallbizchat**
- 2011-09-15 12:24 am [prforsmallbiz](#) Q5) Listen to others and compliment their good advice/news/tips  
**#smallbizchat**
- 2011-09-15 12:24 am [ambassadorbruny](#) [@BizFinanceForum](#) also great opportunity to be a maven and so why

2011-09-15 12:24 am [shelleymayer](#) they should be on there. **#smallbizchat**  
A. If speaking at an event make sure audience knows your twitter handle so they can give you credit/spell your name right!  
**#smallbizchat**

2011-09-15 12:24 am [BarryBirkett](#) [@bizfinanceforum](#) Understand & appreciate suggestions - & have seen little good come of wading into political minefield! **#smallbizchat**

2011-09-15 12:24 am [BizFinanceForum](#) [@ambassadorbruny](#) Some are on LI, but low adoption rate. FB nope. A whole society of introverts :) (Barring me!) **#smallbizchat**

2011-09-15 12:24 am [ambassadorbruny](#) [@MarcREnriquez](#) Great point Marc. Hate when I end up on a list I did not sign up for. **#smallbizchat**

2011-09-15 12:25 am [MrsSotology](#) find out what platform they are using: email, facebook or create a web page or Ning site for connecting **#smallbizchat**

2011-09-15 12:25 am [MrsSotology](#) [@ambassadorbruny](#) same here. I only appreciate things that I actually 'opt in' for **#smallbizchat**

2011-09-15 12:25 am [BizFinanceForum](#) [@BarryBirkett](#) I've got tons. If you get stuck just tweet me. I'm a born talker :) **#smallbizchat**

2011-09-15 12:25 am [Bigsky64](#) Hashtags have so much value when it comes to conferences and events. that is how I engage others. **#smallbizchat**

2011-09-15 12:26 am [MrsSotology](#) [@TaiGoodwin](#) lol... ditto **#smallbizchat**

2011-09-15 12:26 am [ambassadorbruny](#) [@BizFinanceForum](#) If you have access to their info. you can pull together a call for those who want to connect b4 the event.  
**#smallbizchat**

2011-09-15 12:26 am [DIYMarketers](#) I've been to conferences with a set of questions almost like a survey, then chatted, wrote up results and sent to people **#smallbizchat**

2011-09-15 12:26 am [MrsSotology](#) [@TaiGoodwin](#) always provide the audience with a method of further connection! **#smallbizchat**

2011-09-15 12:26 am [BarryBirkett](#) [@shelleymayer](#) I am surprised that is not yet universal, even in conf about new & social media. **#smallbizchat**

2011-09-15 12:26 am [SmallBizLady](#) Q6: WHAT ARE SOME KEY WAYS YOU CAN CONNECT WITH SPEAKERS AND ORGANIZERS? **#smallbizchat**

2011-09-15 12:26 am [ambassadorbruny](#) A6:Google them and see the latest information that comes up about them. Visit their website, blog & social media sites. **#smallbizchat**

2011-09-15 12:26 am [BizFinanceForum](#) [@ambassadorbruny](#) Adding this to my to do list before next month. Great ideas. **#smallbizchat**

2011-09-15 12:27 am [w3consulting](#) **#smallbizchat** A3: For meeting organizers and speakers, always publish THE hashtag for the event so everyone is in the SAME conversation! :-)

2011-09-15 12:27 am [DonaldGaddyll](#) Just because you may not be able to offer a service now doesn't mean you won't. Build the relationship. You may be referred  
**#smallbizchat**

2011-09-15 12:27 am [ambassadorbruny](#) A6b:Reach out to the speakers or organizer; let them know you are looking forward to meeting them or hearing them speak.  
**#smallbizchat**

2011-09-15 12:27 am [ambassadorbruny](#) A6c. If you have enough time, read their book and come up with a question that you would like answered based on what you read.  
**#smallbizchat**

2011-09-15 12:27 am [MarcREnriquez](#) To add to what [@prforsmallbiz](#) said, if you want to connect w/ some1 new who'll be there, join their lists and discuss live **#smallbizchat**

2011-09-15 12:27 am [gogirlfinance](#) Def. It gets ppl more engaged and involved MT [@Bigsky64](#): Hashtags have so much value when it comes to conferences and events.

2011-09-15 12:27 am [prforsmallbiz](#) **#smallbizchat**  
 2011-09-15 12:27 am [MrsSotology](#) A6) Twitter and LinkedIn **#smallbizchat**  
 2011-09-15 12:28 am [DonaldGaddyII](#) Join their chats. Comment on their threads and sometimes just simply reach out (volunteer to assist or help with marketing) **#smallbizchat**  
 2011-09-15 12:28 am [gogirlfinance](#) [@SmallBizLady](#) hey Melinda! Great content as usual **#smallbizchat**  
 2011-09-15 12:28 am [GetBizSociable](#) Very true. Not everything is immediate - take your time and cultivate MT [@DonaldGaddyII](#): Build the relationship. **#smallbizchat**  
 2011-09-15 12:28 am [KayAshaolu](#) Figure out what you are looking for and then use your social media network to find it. 6 degrees of separation right? **#smallbizchat**  
 2011-09-15 12:28 am [DIYMarketers](#) A6: and try to determine which avenue a speaker wants to be contacted by: twitter, email, fb page: everyone has a preference **#smallbizchat**  
 2011-09-15 12:29 am [BizFinanceForum](#) [@BizFinanceForum](#) Thanks so much - it was a lot of fun, learned a lot and attendees were happy to get credit and be featured **#smallbizchat**  
 2011-09-15 12:29 am [Robyn\\_WINH](#) [@BarryBirkett](#) LOL! No way - just try me. **#smallbizchat**  
 2011-09-15 12:29 am [GetBizSociable](#) A5: Everyone attending has a common interest (the org/topic), so don't stress about specifics - just show up & convo will come **#smallbizchat**  
 2011-09-15 12:29 am [JeffLaneEnergy](#) A6 Speakers get the same conv all day: Hi, I'm X can you [do smthng for me] Be different and memorable **#SmallBizChat**  
 2011-09-15 12:30 am [BarryBirkett](#) [@smallbizlady](#) A6. I do many speaking engagements and make sure I hand out brochures and business cards. **#smallbizchat**  
 2011-09-15 12:30 am [manasikakade](#) [@smallbizlady](#): [@w3consulting](#): Like that suggestion. Drawback is some speakers now talking in tweet-bites for live tweeting! **#smallbizchat**  
 2011-09-15 12:30 am [helenantholis](#) [@ambassadorbrunyu](#) so do you just follow the hashtag to connect on #SM first before you personally meet them? Specific tips? **#smallbizchat**  
 2011-09-15 12:30 am [MarcREnriquez](#) A6. Key way to connect? Read their books/comment on their blogs in advance of conference. **#smallbizchat**  
 2011-09-15 12:30 am [mnstengel](#) [@ambassadorbrunyu](#) So do I - sad, because it kills the relationship before it can begin. **#smallbizchat**  
 2011-09-15 12:31 am [donnaipayneatl](#) A6: Know what they're up to, the latest project; start convo's w/ them beforehand, helps you connect-maybe they'll remember you! **#smallbizchat**  
 2011-09-15 12:31 am [w3consulting](#) **#SmallBizChat** [@Tai](#) agreed it's not cool when people collect your business cards and continue to send you emails. **#smallbizchat**  
 2011-09-15 12:31 am [SmallBizLady](#) A6: Ask them what they've been reading prior to the conference. I know that I read a lot and use that material in my prez's.>> **#smallbizchat**  
 2011-09-15 12:31 am [CICinspireme](#) Q7: WHEN WE DO THIS RESEARCH WHAT SHOULD WE BE LOOKING FOR? **#smallbizchat**  
 2011-09-15 12:32 am [ambassadorbrunyu](#) Just jumping into the **#smallbizchat**!  
 2011-09-15 12:32 am [w3consulting](#) A7: You should be thinking, "What can I learn that will allow me to add value to the speaker or organizers?" **#smallbizchat**  
 2011-09-15 12:32 am [BizFinanceForum](#) A6 >> If attendees pick up on what I've just read, it'll add to the presentation and my connection with that attendee. **#smallbizchat**  
 2011-09-15 12:32 am [BizFinanceForum](#) [@CICinspireme](#) Good to see you again. Fast and furious tonight. **#smallbizchat**

2011-09-15 12:32 am [ambassadorbruny](#) A7b:You are also looking for any natural connections that exist. Maybe you are from the same town, or share an alma mater  
**#smallbizchat**

2011-09-15 12:32 am [gogirlfinance](#) If you have a ppt, make it available on [@slideshare](#) - allow for people to share the resource MT [@helenantholis](#) way to connect?  
**#smallbizchat**

2011-09-15 12:33 am [SmallBizLady](#) [@ambassadorbruny](#) so do you just follow the hashtag to connect on #SM first before you personally meet them? Specific tips?  
**#smallbizchat**

2011-09-15 12:33 am [DonaldGaddyII](#) A6: being well read and aware offer great talking points. Connect on current issues and seek their position. **#smallbizchat**

2011-09-15 12:33 am [ambassadorbruny](#) [@manasikakade](#) following the Hashtag will allow you to see who is in the conversation, then u can connect to anyone u like **#smallbizchat**

2011-09-15 12:34 am [helenantholis](#) [@gogirlfinance](#) Love this idea. **#smallbizchat**

2011-09-15 12:34 am [ambassadorbruny](#) [@manasikakade](#) short answer is yes. and u can follow the Hashtag on a tool like Hootsuite. **#smallbizchat**

2011-09-15 12:34 am [BarryBirkett](#) [@gogirlfinance](#) I've seen some provide link to their site for ppt - I see this as good way to get ppl to engage even more. **#smallbizchat**

2011-09-15 12:35 am [manasikakade](#) [@Bigsky64](#) So you use it to be familiar w/ others before you meet them personally? Any specific tips on using # for this? **#smallbizchat**

2011-09-15 12:35 am [ambassadorbruny](#) [@gogirlfinance](#) very cool. **#smallbizchat**

2011-09-15 12:35 am [MarcREnriquez](#) Does anyone here sell product from the platform? Or have an opinion on it? **#smallbizchat #sideConvo**

2011-09-15 12:35 am [SmallBizLady](#) See [@SmallBizLady](#) live for #BYOB2011 Oct 29th at CCP Philadelphia" byob2011ccp-estw.eventbrite.com It's the last conf of 2011 **#smallbizchat**

2011-09-15 12:36 am [gogirlfinance](#) If on mobile, [@tweetdeck](#) and [@ubersocial](#) allow you too MT [@ambassadorbruny: @manasikakade](#) **#smallbizchat**

2011-09-15 12:36 am [JaelDesignsInc](#) [@manasikakade @Bigsky64](#) Whenever I discuss a conference I'm going to attend I use the hashtag. #sxsw #Bloagalicious11 Etc. **#smallbizchat**

2011-09-15 12:36 am [BizFinanceForum](#) [@MarcREnriquez](#) Which platform do you mean? **#smallbizchat**

2011-09-15 12:36 am [SmallBizLady](#) If you know a small biz owner who could use some advice tell them to follow [@SmallBizChat](#) and join us every Wed 8-9 ET **#smallbizchat**

2011-09-15 12:36 am [plusanalysis](#) Amazing wealth of information being shared via the **#smallbizchat**.

2011-09-15 12:36 am [BarryBirkett](#) [@smallbizlady](#) Wow, with a hashtag like BYOB I bet it is popular! **#smallbizchat**

2011-09-15 12:37 am [SmallBizLady](#) For tips on #smallbiz success subscribe to Melinda Emerson's blog at <http://t.co/nk51tp18> **#smallbizchat**

2011-09-15 12:37 am [Robyn\\_WINH](#) [@MarcREnriquez](#) Typically speakers aren't allowed to sell during presentation; use that time to position yourself as an expert. **#smallbizchat**

2011-09-15 12:37 am [MarcREnriquez](#) [@BizFinanceForum](#) I mean selling from the stage, as a speaker at a physical conference. **#smallbizchat**

2011-09-15 12:37 am [SmallBizLady](#) BACK AT THE BLOG >> HOW TO INTERVIEW FOR YOUR FIRST EMPLOYEE - [HTTP://HT.LY/6QZU2](http://HT.LY/6QZU2) **#smallbizchat**

2011-09-15 12:37 am [w3consulting](#) Pls remember that a [@slideshare](#) prez is not the same PPT file you'll use live. <cringes> **#smallbizchat** cc [@gogirlfinance](#)

2011-09-15 12:37 am [MrsSotology](#) [@ambassadorbruny](#) its always good to explore additional commonalities...makes for good dialogue **#smallbizchat**



2011-09-15 12:38 am [BizFinanceForum](#) [@MarcREnriquez](#) I agree with [@robyn\\_WINH](#) its not really done during. However in your bio mention wrote book etc. Sell after **#smallbizchat**

2011-09-15 12:38 am [BizFinanceForum](#) [@backngroovemom](#) Hi Rachel! Loved your blog post today:) **#smallbizchat**

2011-09-15 12:38 am [Bigsky64](#) [@ManasiKakade](#) I follow many #tradeshaw professionals. So I can search that hashtag or an upcoming event like #NYIGF is NY gift **#smallbizchat**

2011-09-15 12:38 am [MrsSotology](#) [@TaiGoodwin](#) search their bios or information regarding interests...LinkedIn is good for this **#smallbizchat**

2011-09-15 12:38 am [SmallBizLady](#) Q8: WHAT ARE SOME WAYS TO STAND OUT AT A CONFERENCE? **#smallbizchat**

2011-09-15 12:39 am [ambassadorbruny](#) A8: I would say start with your appearance.

2011-09-15 12:39 am [MarcREnriquez](#) It's my contention that you can/should do both position yourself as expert and sell. (I'll say why in next tweet.) **#smallbizchat**  
**#sideConvo**

2011-09-15 12:39 am [ambassadorbruny](#) A8b: Ok, that's the shell.

2011-09-15 12:39 am [prforsmallbiz](#) A8) Wear a really ridiculous outfit. LOL **#smallbizchat**

2011-09-15 12:39 am [ambassadorbruny](#) A8c: Tips 2 increase comfort & confidence: 1. Get there a little early so you have a chance 2 meet a few people. **#smallbizchat**

2011-09-15 12:40 am [ambassadorbruny](#) A8d: Tip 2: Be a person in the know; Contact the local visitors bureau 4 local event listings.

2011-09-15 12:40 am [TaiGoodwin](#) Q8: WHAT ARE SOME WAYS TO STAND OUT AT A CONFERENCE? **#smallbizchat**

2011-09-15 12:40 am [prforsmallbiz](#) A8.2) Ask & answer a lot of thought provoking questions. Stand out as a leader in front of your peers. **#smallbizchat**

2011-09-15 12:40 am [ambassadorbruny](#) A8e: Tip3. Act like the host.

2011-09-15 12:40 am [shelleymayer](#) Great point too! [@w3consulting](#): Pls remember a [@slideshare](#) prez is not same PPT you'll use live. <cringes> **#smallbizchat** cc [@gogirlfinance](#)

2011-09-15 12:40 am [KayAshaolu](#) A8: if the conference is displaying live tweets with the conf hashtag on screen, tweet something awesome and say it's you :) **#smallbizchat**

2011-09-15 12:40 am [BizFinanceForum](#) [@BarryBirkett](#) Anything that lands you in jail on the front page of Nat'l Enquirer **#smallbizchat**

2011-09-15 12:40 am [DasanjAberdeen](#) A8: Be prepared. It will fly by quickly so practice your pitch, have biz cards, know what you want to accomplish, who to meet **#smallbizchat**

2011-09-15 12:41 am [ambassadorbruny](#) [@BarryBirkett](#) definitely. Trying to hog the conversation; scanning the room while talking to someone **#smallbizchat**

2011-09-15 12:41 am [MrsSotology](#) [@SmallBizLady](#) I do both. Some people I become interested in 'after' knowing them on sm **#smallbizchat**

2011-09-15 12:41 am [Robyn\\_WINH](#) A8a: Participate fully. Attend sessions, receptions, etc - mix and mingle - make an effort to be friendly (& professional)... **#smallbizchat**

2011-09-15 12:41 am [w3consulting](#) I never give/collect biz cards at conferences except ppl who interest ME; I tell others to find me on [@linkedin](#). **#smallbizchat**

2011-09-15 12:42 am [graceandcharm2](#) [@SmallBizLady](#) Have business cards made just for the confernece **#SmallBizChat**

2011-09-15 12:42 am [TheAfter5Edge](#) A8: You won't be able to attend every event so be strategic as to what will benefit you most. Look up events ahead of time **#smallbizchat**

2011-09-15 12:42 am [targetsourcegrp](#) When was the last time you looked at your business through the eyes of your customers? **#smallbizchat** , #smallbiz, #consumers

2011-09-15 12:42 am [TaiGoodwin](#) [@SmallBizLady](#): live for #BYOB2011 Oct 29th at CCP Philadelphia" byob2011ccp-estw.eventbrite.com It's the last conf of 2011 **#smallbizchat**

2011-09-15 12:42 am [ambassadorbruny](#) [@SmallBizLady](#) or wear a bow tie like me. **#smallbizchat**

2011-09-15 12:42 am [MagneticSilvia](#) A8: Connect with people on the "heart" level. Spend time with them, be interested in them, help them. They will remember you. **#smallbizchat**

2011-09-15 12:42 am [MarcREnriquez](#) Lasting impact isn't done with a speech, it's done with your help. Your product is the next best thing to them taking u home. **#smallbizchat**

2011-09-15 12:43 am [Robyn\\_WINH](#) A8b: You'd be surprised by how many people would rather enjoy the resort amenities - no one notices they were there. **#smallbizchat**

2011-09-15 12:43 am [ambassadorbruny](#) [@MagneticSilvia](#) Very true! **#smallbizchat**

2011-09-15 12:43 am [DasanjAberdeen](#) A8: Follow conf hashtag on Twitter prior & see who you can reach out to and link up with **#smallbizchat**

2011-09-15 12:43 am [GetBizSociable](#) A8 Good way to stand out: ask a question that makes people think **#SmallBizChat**

2011-09-15 12:43 am [backngroovemom](#) A8: prepare a stylish 1 sheet **#smallbizchat**

2011-09-15 12:44 am [aunt\\_nette](#) **#smallbizchat** make sure your business card is something they want A8

2011-09-15 12:44 am [SmallBizLady](#) Q9: WHAT ARE SOME THINGS TO AVOID WHEN NETWORKING AT A CONFERENCE? **#smallbizchat**

2011-09-15 12:44 am [graceandcharm2](#) [@BizFinanceForum](#) The cards may be larger in size and you may want to promote a product or event **#SmallBizChat**

2011-09-15 12:44 am [MrsSotology](#) [@SmallBizLady](#) don't hesitate to work the room. Don't overly self promote but BE the social butterfly **#smallbizchat**

2011-09-15 12:44 am [ambassadorbruny](#) A9:Not being engaged;if it keeps your head down the whole event because you are tweeting, then "Houston we have a problem." **#smallbizchat**

2011-09-15 12:44 am [GetBizSociable](#) A8: Approach other and not just the SM superstars. They have enough people following them around. **#smallbizchat**

2011-09-15 12:44 am [BizFinanceForum](#) [@MarcREnriquez](#) I don't disagree in principal but if ur speech is just a sales pitch people will tune out (I would) **#smallbizchat**

2011-09-15 12:44 am [ambassadorbruny](#) A9b:Avoid what I call, "going for the jugular."

2011-09-15 12:44 am [mnstengel](#) [@MagneticSilvia](#) Very true- people appreciate when you're genuine & not just conversing to ask for something in return **#smallbizchat**

2011-09-15 12:44 am [graceandcharm2](#) [@SmallBizLady](#) Selling **#SmallBizChat**

2011-09-15 12:45 am [MagneticSilvia](#) [@helenantholis](#) Nice seeing you here, Helen! **#smallbizchat**

2011-09-15 12:45 am [BizFinanceForum](#) [@graceandcharm2](#) I'm going to try this too. Whew lots of work before next event! **#smallbizchat**

2011-09-15 12:45 am [prforsmallbiz](#) A9) Getting so drunk or being creepy/flirting that you're labeled as "that guy" **#smallbizchat**

2011-09-15 12:45 am [MarcREnriquez](#) [@BizFinanceForum](#) Oh absolutely - but as far as I see it, delivering real, useful value is the only way to sell anyway. --] **#smallbizchat**

2011-09-15 12:45 am [shelleymayer](#) Killer content! [@TaiGoodwin](#): Q8: WHAT ARE SOME WAYS TO STAND OUT AT A CONFERENCE? **#smallbizchat**

2011-09-15 12:46 am [MrsSotology](#) [@ambassadorbruny](#) such a good point especially with the rise of business casual **#smallbizchat**

2011-09-15 12:46 am [MagneticSilvia](#) A9: Mistake: Talking only about you and your business.

## #smallbizchat

- 2011-09-15 12:46 am [DasanjAberdeen](#) A9: You're there to meet others, but there's still an art to networking. Quality vs. Quantity & transition tactfully **#smallbizchat**
- 2011-09-15 12:46 am [BizFinanceForum](#) [@MarcREnriquez](#) Would you please be sure the rest of world gets that memo? Thanks. **#smallbizchat**
- 2011-09-15 12:46 am [MagneticSilvia](#) A8: Great shoes will definitely help you stand out ;-) **#smallbizchat**
- 2011-09-15 12:46 am [MarcREnriquez](#) [@BizFinanceForum](#) Precisely what I'm here for! -x] **#smallbizchat**
- 2011-09-15 12:47 am [GetBizSociable](#) A9: Don't look like you are networking and think quality not quantity. **#smallbizchat**
- 2011-09-15 12:47 am [DasanjAberdeen](#) A9: Work on your transitions as your move from one person to the next. Tip: Introduce them to each other **#smallbizchat**
- 2011-09-15 12:47 am [MarcREnriquez](#) [@DonaldGaddyII](#) Fantastic Don - have you been following **#smallbizchat** tonight?
- 2011-09-15 12:47 am [MrsSotology](#) [@DasanjAberdeen](#) very true MASTER your elevators speech **#smallbizchat**
- 2011-09-15 12:48 am [aunt\\_nette](#) really enjoying **#smallbizchat** tonight - great content!
- 2011-09-15 12:48 am [SmallBizLady](#) Q10: WHAT'S THE IMPORTANCE OF FOLLOW-UP AND WHAT TIPS DO YOU SUGGEST? **#smallbizchat**
- 2011-09-15 12:48 am [MagneticSilvia](#) A9: Mistake: Handing out your biz cards blindly. **#smallbizchat**
- 2011-09-15 12:48 am [ambassadorbruny](#) A10:Cliche, but true, "The Fortune is in the follow-up." You have distractions and limited time at the conference. **#smallbizchat**
- 2011-09-15 12:48 am [ambassadorbruny](#) A10b: Use apps that provide a reminder system so you can "set it and forget it." **#smallbizchat**
- 2011-09-15 12:49 am [KayAshaolu](#) [@ambassadorbruny](#): A8: but what about when dressing too well could be negative? **#smallbizchat**
- 2011-09-15 12:49 am [ambassadorbruny](#) A10c: Low Tech solution: put a reminder in your calendar right away; write any info. you want 2 remember on their biz card. **#smallbizchat**
- 2011-09-15 12:49 am [Robyn\\_WINH](#) A10: Follow up is the \*most important\* aspect of attending (or exhibiting) at a convention. **#smallbizchat**
- 2011-09-15 12:49 am [TheAfter5Edge](#) A9: Having a genuine, common interest will make networking much easier. Don't force it just to meet a "name" **#smallbizchat**
- 2011-09-15 12:49 am [ambassadorbruny](#) A10d: Create a stay in touch strategy based of frequency of contact (1mth, 1qtr, etc.) **#smallbizchat**
- 2011-09-15 12:49 am [prforsmallbiz](#) A10) Follow up 100% important. Keeps u on ppl's radar. Touch base using social media & relationship growing emails **#smallbizchat**
- 2011-09-15 12:49 am [MarcREnriquez](#) If you can, try to ask people what they do first - should they ask you, you can frame as it's relevant to them. **#smallbizchat**
- 2011-09-15 12:49 am [ambassadorbruny](#) [@KayAshaolu](#) give an example **#smallbizchat**
- 2011-09-15 12:50 am [SmallBizLady](#) A blog post with a more detailed Q & A with our guest comes out on Thursdays on [@Smallbizlady's](#) blog: <http://t.co/vOseK5XH> **#smallbizchat**
- 2011-09-15 12:50 am [w3consulting](#) A10: Ppl want 2 b associated with ppl they can trust and following up is one initial way to test you. So ace the test! **#smallbizchat**
- 2011-09-15 12:50 am [TheAfter5Edge](#) A10: By following up you're continuing a conversation. Have something of value to share. Pay it forward **#smallbizchat**
- 2011-09-15 12:50 am [SmallBizLady](#) We're always looking for small biz experts to share...Here's how to be a guest on **#Smallbizchat** <http://t.co/fWCoWYPs> **#smallbizchat**
- 2011-09-15 12:50 am [MagneticSilvia](#) A10: Not too many people follow-up. Following-up helps you stand out. **#smallbizchat**
- 2011-09-15 12:50 am [GetBizSociable](#) A10: Don't commit to following uo with someone if you don't intend on

2011-09-15 12:50 am [DonaldGaddyII](#) actually doing it. No impression is better than bad one. **#smallbizchat**

2011-09-15 12:50 am [shelleymayer](#) [@ciordia9](#) hey Andy you should get in on **#smallbizchat**

2011-09-15 12:50 am [graceandcharm2](#) Review cards & make notes ASAP after event [@SmallBizLady](#): Q10: WHAT'S THE IMPORTANCE OF FOLLOW-UP AND WHAT TIPS DO YOU SUGGEST? **#smallbizchat**

2011-09-15 12:50 am [prforsmallbiz](#) A10 use a quick video to reintroduce yourself, be resource, add value **#SmallBizChat**

2011-09-15 12:51 am [DasanjAberdeen](#) MT [@w3consultingPpl](#) want 2 b associated with ppl they can trust and following up is one initial way to test you. **#smallbizchat**

2011-09-15 12:51 am [BizFinanceForum](#) A10: Make sure your follow up is specific to the person and not a blanket statement about the conference. **#smallbizchat**

2011-09-15 12:51 am [KayAshaolu](#) [@BarryBirkett](#) How did you get the infinity sign to show? Math geeks want to know! **#smallbizchat**

2011-09-15 12:51 am [powermommy](#) [@ambassadorbruny](#) like in some developer conferences if you are not wearing a pair of jeans you may be looked at differently **#smallbizchat**

2011-09-15 12:51 am [Bigsky64](#) A10: Follow up is more important than the networking. That is what folks remember, not your elevator speech. **#smallbizchat**

2011-09-15 12:52 am [MagneticSilvia](#) [@helenantholis](#) Avoid talking about yourself too much. Begin by asking about the other attendees. Build a relationship **#smallbizchat**

2011-09-15 12:52 am [shelleymayer](#) A10: Write notes about others during the event to have info for follow up. The more personal the better (kids, vacations..) **#smallbizchat**

2011-09-15 12:52 am [SmallBizLady](#) A9- avoid spending too much time speaking to the same person or worse, people you already know well. **#smallbizchat**

2011-09-15 12:52 am [ambassadorbruny](#) Get your FREE chapter of Become Your Own Boss in 12 Months: <http://t.co/HJq4AKnN> **#smallbizchat**

2011-09-15 12:52 am [PjsandCoffee](#) [@KayAshaolu](#) add a blazer with those jeans. **#smallbizchat**

2011-09-15 12:52 am [Robyn\\_WINH](#) A2 Do not talk too much. Learn to listen. Learn to listen. Learn to listen. **#smallbizchat** [@helenantholis](#) [@SmallBizLady](#)

2011-09-15 12:53 am [SmallBizLady](#) A10: Create a plan for efficient & effective follow up before you attend. Block out time for once you return to complete this. **#smallbizchat**

2011-09-15 12:53 am [MarcREnriquez](#) Q11: ANY PARTING WORDS ON CONFERENCE NETWORKING? **#smallbizchat**

2011-09-15 12:53 am [graceandcharm2](#) One key to success w/ people in general - ACTIVE listening - not simply waiting for a chance to talk. **#smallbizchat**

2011-09-15 12:53 am [MagneticSilvia](#) [@helenantholis](#) Thanks **#SmallBizChat**

2011-09-15 12:53 am [MrsSotology](#) A10: When networking, offer to send the information, send it after the event. It gives you the reason to follow up. **#smallbizchat**

2011-09-15 12:53 am [ambassadorbruny](#) [@TaiGoodwin](#) good point. Choose wisely **#smallbizchat**

2011-09-15 12:53 am [BarryBirkett](#) A11: Networking at a conference is an excellent opportunity to connect with a lot of people in a short amount of time.

2011-09-15 12:53 am [shelleymayer](#) [@getbizsociable](#): Some superstars say they're turned off by those with compliments - see as prelude to asking for something. **#smallbizchat**

2011-09-15 12:54 am [DonaldGaddyII](#) A9. Don't slam presenters on Twitter. Would you stand up and say it? Then don't on twitter! **#smallbizchat**

2011-09-15 12:54 am [DasanjAberdeen](#) A10: follow ups are very important. Advice: Remember something personal about the person and remind them nOf your convo. **#smallbizchat**

2011-09-15 12:54 am [DasanjAberdeen](#) A11: Remembering specific details about people is important in



relationships. Tip: Take notes on back of their biz card **#smallbizchat**

2011-09-15 12:54 am [RajPhillyTech](#) A9 Do not be pompous. Be down to earth and relaxed. **#smallbizchat**

2011-09-15 12:54 am [prforsmallbiz](#) A11) Choose your conferences wisely. Most are a lot of \$\$ and not worth the hype. **#smallbizchat**

2011-09-15 12:54 am [powermommy](#) A10b: All of your networking is wasted if you don't do what you say. I put contacts in my phone with a personal note re: convo **#smallbizchat**

2011-09-15 12:54 am [ambassadorbruny](#) A11b: Doing a little bit of homework before hand and coming up with a list of people you would like to meet **#smallbizchat**

2011-09-15 12:54 am [ambassadorbruny](#) A11c: Mindset is the most important thing; 2 affirmations 4 your next conference: 1. I add value to every interaction I have **#smallbizchat**

2011-09-15 12:54 am [prforsmallbiz](#) A11.2) Make sure the conference you choose gives you actionable items that will positively affect your business. **#smallbizchat**

2011-09-15 12:55 am [SmallBizLady](#) Special thanks to business development expert Mike Bruny [@ambassadorbruny](#) - <http://t.co/82zAsOBG> **#smallbizchat**

2011-09-15 12:55 am [MarcREnriquez](#) Thanks for the RTs tonight [@ambassadorbruny](#) [@helenantholis](#) [@BizFinanceForum](#) [@TaiGoodwin](#) [@KayAshaolu](#) [@SmallBizLady](#) [@MrsSotology](#) **#smallbizchat**

2011-09-15 12:55 am [ambassadorbruny](#) A11d . "I have a plan in place and I will meet everyone that I am supposed to meet at this conference."

2011-09-15 12:55 am [BarryBirkett](#) [@bizfinanceforum](#): ALT 236 on numeric keypad (windows). I save it for the super special so rarely use it. **#smallbizchat**

2011-09-15 12:55 am [TheAfter5Edge](#) A11: Think of specific ways you can add value to your contacts' causes and follow through on them **#smallbizchat**

2011-09-15 12:55 am [Robyn WINH](#) A11: Not sure if links are ok, but here's a relevant blog series on avoiding "missed connections" - <http://t.co/gZglHrQV> **#smallbizchat**

2011-09-15 12:56 am [graceandcharm2](#) Great Tweeting with you Mike Bruny **#SmallBizChat**

2011-09-15 12:56 am [BizFinanceForum](#) [@BarryBirkett](#) You are my #mathgeek hero! **#smallbizchat**

2011-09-15 12:56 am [MarcREnriquez](#) And thanks [@JaelDesignsInc](#) for the RT also - couldn't fit everyone in the 1st tweet. -=] **#smallbizchat**

2011-09-15 12:56 am [SmallBizLady](#) Special thanks to business development expert Mike Bruny [@ambassadorbruny](#) - <http://t.co/kKnaoncd> **#smallbizchat**

2011-09-15 12:56 am [powermommy](#) A11: Don't waste opportunities. That person may not need your service/product BUT they may connect you to someone who does. **#smallbizchat**

2011-09-15 12:56 am [SmallBizLady](#) Next week Anisha Robinson [@anisharkeeyes](#) - Getting Corporate Sponsorship for your Small Business **#smallbizchat**

2011-09-15 12:56 am [BizFinanceForum](#) [@ambassadorbruny](#) Thank you for such an awesome, thought provoking session. Can't believe its over already! **#smallbizchat**

2011-09-15 12:56 am [SmallBizLady](#) Roll call, who's on [@Smallbizchat](#) tonight? Give me your best 140-character commercial. **#smallbizchat**

2011-09-15 12:57 am [MarcREnriquez](#) [@MagneticSilvia](#) Thanks for the RT Silvia. -=] **#smallbizchat**

2011-09-15 12:57 am [graceandcharm2](#) Walethia Aquil Grace and Charm We help entrepreneurs move from invisible to impeccable [www.graceandcharm.com](http://www.graceandcharm.com) **#SmallBizChat**

2011-09-15 12:57 am [ambassadorbruny](#) To be like Norm from Cheers at your next conference, visit [www.hashtagstohandshakes.com](http://www.hashtagstohandshakes.com) **#smallbizchat**

2011-09-15 12:57 am [powermommy](#) Great things shared tonight on **#smallbizchat** with [@SmallBizLady!](#)

2011-09-15 12:58 am [prforsmallbiz](#) Karina from NJ/NYC area. I help small businesses w/ their PR, marketing, social media & event production. **#smallbizchat**

2011-09-15 12:58 am [ambassadorbruny](#) Thank you all, it has been a pleasure. **#smallbizchat**

2011-09-15 12:58 am [MarcREnriquez](#) Thanks for the interaction and #sideConvo tonight  
[@BizFinanceForum](#) [@Robyn WINH](#) [@KayAshaolu](#) [@MrsSotology](#)  
[@DonaldGaddyII](#) #smallbizchat

2011-09-15 12:58 am [KayAshaolu](#) Thanks for the insights! [@SmallBizLady](#) [@ambassadorbruny](#)  
[@MrsSotology](#) [@MarcREnriquez](#): #smallbizchat

2011-09-15 12:58 am [SmallBizLady](#) Tomorrow get the full interview with Mike Bruny [@ambassadorbruny](#)  
on <http://t.co/nk51tp18> #smallbizchat

2011-09-15 12:58 am [Bigsky64](#) Nick Montana of Total Exhibit Solutions. #tradeshows #display provider  
<http://ow.ly/6uMCx> [@smallbizlady](#) #smallbizchat

2011-09-15 12:58 am [Robyn WINH](#) I help exhibitors full time w/ on-site support & pre-/post-show advice.  
Follow me for sales, marketing, tradeshow, etc tweets! #smallbizchat

2011-09-15 12:59 am [HastenHome](#) [@ambassadorbruny](#) [@smallbizlady](#) Thanks--this was a lot of great  
info for a not-so-naturally social woman :) #smallbizchat

2011-09-15 12:59 am [SmallBizLady](#) Was this interview helpful? Join us every Wednesday 8-9p ET follow  
[@SmallBizChat](#) on Twitter for info. #smallbizchat

2011-09-15 12:59 am [MarcREnriquez](#) I help you answer your prospect's most important question: "Why  
can't I afford NOT to do biz with you?" <http://j.mp/rITPbE>  
#smallbizchat

2011-09-15 12:59 am [graceandcharm2](#) [@SmallBizLady](#) I really need this one, thank you:) #SmallBizChat

2011-09-15 12:59 am [w3consulting](#) We help you put strategy into your business marketing and operations  
on the Web...and beyond. [www.w3cinc.com](http://www.w3cinc.com) #smallbizchat

2011-09-15 12:59 am [TheAfter5Edge](#) Roll call: Leveraging entrepreneurial spirit to achieve competitive  
edge in business & life via <http://t.co/PhDLKFsv> #smallbizchat

2011-09-15 12:59 am [SmallBizLady](#) Thank you to my co-host Social Media Strategist and Launch While  
Working advocate [@TaiGoodwin](#) #smallbizchat

2011-09-15 12:59 am [TaiGoodwin](#) Ever wish you had a simple checklist to make sense of social  
networking? Then I just might be a genie :-)  
<http://ht.ly/6tzkm>  
#smallbizchat

2011-09-15 12:59 am [MarcREnriquez](#) [@KayAshaolu](#) You're welcome! #smallbizchat

2011-09-15 12:59 am [helenantholis](#) Managers call for advice on creating productive workplaces.  
<http://t.co/UfA9avL9> #smallbizchat

2011-09-15 12:59 am [graceandcharm2](#) [@SmallBizLady](#) Yes, this is my first time loved it, thanks  
#SmallBizChat

2011-09-15 12:59 am [prforsmallbiz](#) Thanks for the #smallbizchat RT's/mentions! [@helenantholis](#)  
[@SmallBizLady](#) [@DanDiggler](#) [@TaiGoodwin](#)

2011-09-15 12:59 am [ambassadorbruny](#) [@HastenHome](#) my pleasure. #smallbizchat

2011-09-15 12:59 am [HastenHome](#) Restoring Virtue & Excellence in Vacation Bible School--original,  
inspirational VBS materials & more! [www.hastenhome.com](http://www.hastenhome.com)  
#smallbizchat

2011-09-15 12:59 am [TheRealSharon](#) hi I am Sharon Muir. I teach small businesses the practice of #NLP in  
#philadelphia <http://ow.ly/6uMF9> #smallbizchat

2011-09-15 12:59 am [SmallBizLady](#) The mission of #Smallbizchat is to end small business failure by  
helping you succeed as your own boss. #smallbizchat

2011-09-15 1:00 am [MarcREnriquez](#) [@prforsmallbiz](#) You're welcome Karina! #smallbizchat

2011-09-15 1:00 am [BarryBirkett](#) [@bizfinanceforum](#) I am full of sometimes-useful info. It is the  
conveyance part of communication that can stymie! #smallbizchat

2011-09-15 1:00 am [SmallBizLady](#) Up next week >> Getting Corporate Sponsorship for your Small  
Business with Anisha Robinson [@anisharkeeyes](#) #smallbizchat

2011-09-15 1:00 am [GetBizSociable](#) [@BarryBirkett](#) Good point, I think everyone can be turned off by  
compliments->requests, better to be humble, save ask for later

## #SmallBizChat

- 2011-09-15 1:00 am [PjsandCoffee](#) I am Chris from PJ's & Coffee Social Media. We offer #socialmedia strategies for businesses **#smallbizchat** [@smallbizlady](#)
- 2011-09-15 1:00 am [ambassadorbruny](#) [@Caretaker\\_Rose](#) Amen. I have great stores around, "How can I add value?" **#smallbizchat**
- 2011-09-15 1:00 am [TaiGoodwin](#) [@ambassadorbruny](#): Great tweeting with you tonight! Thanks so much! **#smallbizchat**
- 2011-09-15 1:01 am [BizFinanceForum](#) [@SmallBizLady](#) [@TaiGoodwin](#) As always you guys rock. Thanks! **#smallbizchat**
- 2011-09-15 1:01 am [TheAfter5Edge](#) Roll Call P.S: Just updated the bio on the blog! <http://t.co/PhDLKFsv> Would love your thoughts :) **#smallbizchat**
- 2011-09-15 1:01 am [Robyn\\_WINH](#) Enjoyed my first **#smallbizchat** this week - for those who missed it, I recommend this Twitter chat on Wednesdays at 8pm ET :) Thanks y'all!
- 2011-09-15 1:01 am [shelleymayer](#) Tired kiddies - gotta run. Nice to meet everybody! Great chat! **#smallbizchat**
- 2011-09-15 1:01 am [MrsSotology](#) [@SmallBizLady](#) so true. Decide to discover the next 'Influencer' not just follow the existing ones around **#smallbizchat**
- 2011-09-15 1:01 am [graceandcharm2](#) [@MarcREnriquez](#) Oh Yes! **#SmallBizChat**
- 2011-09-15 1:02 am [graceandcharm2](#) You all have been so kind, thank you:) **#SmallBizChat**
- 2011-09-15 1:02 am [RajPhillyTech](#) Raj from GK Information Technology, website developers providing SEO for sites to elevate online presence **#smallbizchat**  
[@smallbizlady](#)
- 2011-09-15 1:02 am [MrsSotology](#) [@ambassadorbruny](#) definitely! Stay top-of-mind **#smallbizchat**
- 2011-09-15 1:03 am [MrsSotology](#) [@TaiGoodwin](#) self promotion can Kill effective networking **#smallbizchat**
- 2011-09-15 1:03 am [Bigsky64](#) Thank you as always! [@SmallBizLady](#) [@taigoodwin](#) **#smallbizchat**
- 2011-09-15 1:03 am [graceandcharm2](#) [@Bigsky64](#) You also. **#SmallBizChat**
- 2011-09-15 1:03 am [powermommy](#) [@I\\_amdevine](#) It is held every Weds. from 8-9PM EST and hosted by [@SmallBizLady](#). Search the hashtag **#smallbizchat**
- 2011-09-15 1:04 am [MrsSotology](#) [@SmallBizLady](#) love this one ...so true **#smallbizchat**
- 2011-09-15 1:05 am [Bigsky64](#) Once you part ways after a conference stay in touch through video. Promote engagement & recognition. For ex <http://ow.ly/6uM5H> **#smallbizchat**
- 2011-09-15 1:05 am [ambassadorbruny](#) [@TaiGoodwin](#) My pleasure. **#smallbizchat**
- 2011-09-15 1:05 am [TaiGoodwin](#) Thanks everyone for another awesome **#smallbizchat** tonight! See you all next week!
- 2011-09-15 1:05 am [Jenniration](#) [@SmallBizLady](#) NJ based psd to HTML/CSS file conversion - front end dev **#smallbizchat**
- 2011-09-15 1:06 am [BizFinanceForum](#) Scared of numbers? Need to plug those profit black holes? I can help! **#smallbizchat**
- 2011-09-15 1:06 am [kaughtlooking](#) Catching up on the **#smallbizchat**. Find out about it a little late tonight.
- 2011-09-15 1:07 am [ambassadorbruny](#) [@prforsmallbiz](#): Karina from NJ/NYC area. I help small businesses w/ their PR, marketing, social media & event production. **#smallbizchat**
- 2011-09-15 1:07 am [graceandcharm2](#) Good night everyone **#SmallBizChat**
- 2011-09-15 1:07 am [TaiGoodwin](#) [@graceandcharm2](#) Hey - so glad you were able to join tonight's chat! **#smallbizchat**
- 2011-09-15 1:07 am [JeffLaneEnergy](#) I am Jeff Lane. I provide energy audits to residential & commercial clients, making recommendations for comfort and \$\$ savings

2011-09-15 1:08 am [mnstengel](#) **#smallbizchat** Megan from Libre.Our clothing line makes treatment day for infusion patients comfy & easier 4 nurses to work w/ treatment area

2011-09-15 1:08 am [George1callbath](#) I missed most also. **#smallbizchat** [@kaughtlooking](#)

2011-09-15 1:09 am [BizFinanceForum](#) [@helenantholis](#) Rollcall: Scared of numbers? Need to plug those profit black holes? I can help! **#smallbizchat**

2011-09-15 1:10 am [DasanjAberdeen](#) Roll Call: Synthesizing Business, Accounting, Art, and Creativity into Innovation. <http://t.co/KcBYLsZY> **#smallbizchat**

2011-09-15 1:10 am [George1callbath](#) I am George Flowers. I help seniors maintain dignity while living in their own homes. **#smallbizchat** <http://ow.ly/6uMXB>

2011-09-15 1:10 am [George1callbath](#) I will have to catch up on [@SmallBizLady's](#) transcript later. **#smallbizchat**

2011-09-15 1:11 am [w3consulting](#) [@BarryBirkett](#) [@smallbizlady](#) Check this out on AMZN: How to Get Your Point Across in 30 Sec or Less <http://t.co/qqYNsmu> **#smallbizchat**

2011-09-15 1:11 am [Bigsky64](#) [@helenantholis](#) Thank you so much. I appreciate chatting with this great group. **#smallbizchat**

2011-09-15 1:12 am [BizFinanceForum](#) Good night everyone on **#smallbizchat**

2011-09-15 1:12 am [graceandcharm2](#) [@TaiGoodwin](#) I had fun:) **#smallbizchat**

2011-09-15 1:13 am [DasanjAberdeen](#) Reading the Roll Call segment of **#smallbizchat** and seeing what great things everyone is up to! :)

2011-09-15 1:13 am [TheAfter5Edge](#) Reading the Roll Call segment of **#smallbizchat** and seeing what great things everyone is up to! :)

2011-09-15 1:14 am [MarcREnriquez](#) [@helenantholis](#) Likewise, Helen! Look forward to tweeting with you soon. -=] **#smallbizchat**

2011-09-15 1:16 am [BarryBirkett](#) [@w3consulting](#): Thank you - your suggestion is very much appreciated! [@SmallBizLady](#) **#smallbizchat**

2011-09-15 1:18 am [mnstengel](#) Good ideas & advice- looking forward to next wk's chat! Have a great night & rest of the week all :) **#smallbizchat**

2011-09-15 1:18 am [MokaExec](#) [@SmallBizLady](#): The mission of **#Smallbizchat** is to end small biz failure by helping you succeed as your own boss. #business

2011-09-15 1:20 am [plusanalysis](#) Offering services to help with increasing ROI and cutting costs via Business Intelligence and Project Management **#smallbizchat**

2011-09-15 1:21 am [shelleymayer](#) Roll call: Founder of Ramp Communications in TO. We make smart, focused marketing easy for biz owners (also run [@RampedUp](#)) **#smallbizchat**

2011-09-15 1:25 am [Robyn\\_WINH](#) Special thanks to **#smallbizchat** tweeters for RTs, etc tonight! [@ambassadorbruny](#) [@MarcREnriquez](#) [@BizFinanceForum](#) [@helenantholis](#) [@VictorBrown](#)

2011-09-15 1:36 am [MokaExec](#) [@SmallBizLady](#) :: ROLL CALL :: M3G specializes in brand development and media writing.. **#smallbizchat** #in #pr

2011-09-15 1:37 am [shelleymayer](#) Thanks for the RTs & mentions! Nice to meet you all. [@vwoodsonhair](#) [@mrsadc](#) [@PjsandCoffee](#) [@BizFinanceForum](#) [@SmallBizLady](#) **#smallbizchat**

2011-09-15 1:38 am [shelleymayer](#) Thanks for the RTs & mentions everybody [@JaelDesignsInc](#) [@TaiGoodwin](#) [@helenantholis](#) [@BarryBirkett](#) [@GoGirlFinance](#) **#smallbizchat**

2011-09-15 1:54 am [George1callbath](#) I enjoy following [@TaiGoodwin](#) on **#smallbizchat**

2011-09-15 1:54 am [HastenHome](#) [@SmallBizLady](#) Is there an easy way to find the link 4 the



**#smallbizchat** tweetgrid--I'm always hunting it down just b4 the mtg!  
:) Thanks.

2011-09-15 1:56 am [George1callbath](#) [@kaughtlooking](#) Usually [@smallbizlady](#) posts one after the chat concludes. I think. **#smallbizchat**

2011-09-15 2:36 am [CICinspireme](#) [@kayashaolu](#) [@bizfinanceforum](#) [@MarcREnriquez](#) I missed the whole **#smallbizchat**! Little man started screaming & wouldn't stop. He's teething.

2011-09-15 2:38 am [MrsSotology](#) [@prforsmallbiz](#) Thanks for the RT and amazing **#smallbizchat** conversation!

2011-09-15 2:41 am [JaelDesignsInc](#) [@MrsSotology](#) No Problem! It was my 1st **#smallbizchat** and it was GREAT!

2011-09-15 2:41 am [MrsSotology](#) [@TaiGoodwin](#) [@smallbizlady](#) Thanks for an amazing chat {again}. Always amazed at the great networking and dialogue! **#smallbizchat**

2011-09-15 2:42 am [MrsSotology](#) [@JaelDesignsInc](#) Absolutely! One of the best chats that I participate in! **#smallbizchat**