## Worksheet: Meet and Greet Scenario

John was invited to a Meet and Greet and he went with this friend. John is eager to network and share his success as a top sales person at his company. When John arrives at the Meet and Greet he receives a call on his cell phone and talks for 15 minutes. Next, John is hesitant to meet others because he does not know anyone there and he is standing next to his friend trying to look like he fits in.

As the night progressed, John starts to feel more comfortable in his surroundings and attempts to mingle. He sees two executives talking, John causally gets close and hears a discussion about sales, and he skillfully makes a comment about his experience with that product.

The two men politely let John in the conversation and John then proceeds to talk about his latest success with a difficult client. He talks about how he negotiated the best price and how the client was impressed with his presentation.

The two men listed without making any comments. Eventually, one of the men said he had to make a phone call and the other wanted to refresh his drink.

Before each person left, John hands out his business cards and thanks them for their time.

1. How successful do you think John networked?
2. What things did John did well?
3. What do you think John could improve?