

“Where do I find more people like you?”

These questions will help you find the best events, networking events and conferences to invest your resources of time and money.

Interview previous clients and ask them questions like where they hang out in groups or network?

- What clubs or organizations do they visit on a regular basis?
- What associations do they belong to?
- Where will you find a room full of these people?
- What organization or group holds a list of these people?
- What workshops or seminars do they attend?
- What conferences or conventions or trade shows do they visit each year in your industry?