

RVM Architecture Insider

October 2013

Professional Networking

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Old World Craftsmanship,
New Age Technology

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Professional Networking

We all know that networking will help our businesses, but are you using this valuable time to your best advantage? It's not always easy to mix with your peers or potential clients to generate leads and sales, so follow these suggestions for best results.

Where are the best places to meet and greet?

- Choose one peer association. This will raise your stature in your industry and perhaps help you find some great talent for your organization. Look for an association that offers industry educational events for an added bonus. Try a few on for size if possible.
- Review your target market. Where do they congregate? Check out 3 potential association mixers and see how they feel. Do you feel comfortable? Would it be worth a monthly meeting? If, yes get involved, and consider leadership for maximum exposure and lead generation.
- Review your best referral partners. What

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organizations do they belong to? Make your self visible in a positive way.

- If it doesn't come easy to you, practice your networking skills beforehand. Remember, you are not there to sell anything; you are there to meet people and see if they are a good fit for you.
- Practice a good 30 second elevator pitch, be interested in other people, and if the room is full don't spend too long with any one person. Get their card, make a note, and follow up.

Remember, great networkers are made, not born!

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Looking for a Few Good Firms

RVM Construction is an Orange County , CA General Contracting firm that specializes in the construction and remodeling of fine residential homes and quality commercial buildings. Over the last 35 years we have built a reputation and following mainly due to our values and commitment to delighting customers.

Our mission is to provide exceptional customer service while constructing exceptional-quality projects that meet budget and schedule goals. The true reflection of RVM Construction's success is that many of our customers are repeat clients. We establish business relationships based on trust, service and a track record of successful projects completed.

Clients choose RVM Construction because they value honesty, integrity, and a consistent quality of workmanship. Realtors and architects recommend RVM Construction because we are knowledgeable, reasonable, fair, and we understand and address client issues early and stay on top of the entire

process.

**Does this sound like you and your firm? If so,
we would love to hear from you to set up a
meeting to see how we can partner for
success.**

Ron Vandermooren

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RVM Construction

From Concept to Completion