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- [BlakeRhodes](#): RT [@KatTayls](#): **Q3**: It is useful to educate client on the value you provide. Leads to more enjoyable work relationship and referrals! [#solopr](#)
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• [BettyEllis](#): Yes! RT [@alecjr](#): [#solopr](#) **Q3** join your local business chamber of commerce, do a free seminar, position yourself as an expert, not a vendor
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• [xybrewer](#): [@bettyellis](#) re: **Q3**: True! I know [@amybomar](#) is all about medical PR, so I'd know when to refer her. [#solopr](#)
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• [BettyEllis](#): RT [@alisonlaw](#): **Q3** Sometimes the biggest challenge is making sure your network knows your capabilities and desired work/clients [#solopr](#)
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• [BettyEllis](#): RT [@KellyeCrane](#): So far, **Q3** is unanimous - your network/referrals will get you work. Make sure everyone knows you're avail [#solopr](#)
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• [KatTayls](#): **Q3**: It is useful to educate client on the value you provide. Leads to both more enjoyable work relationship and referrals! [#solopr](#)
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• [SoloDovePR](#): RT [@alecjr](#): [#solopr](#) **q3** join your local business chamber of commerce, do a free seminar, position yourself as an expert, not a vendor
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• [KeeyanaHall](#): RT [@TMariePR](#): This is good.. PREACH!!! RT [@krisTK](#): **Q3**: Remember your clients become part of your reputation. [#solopr](#)
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[SoloDovePR](#): RE **Q3** Word of mouth networking w/family and friends, professional networking events and social media [#solopr](#)

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[KatTayls](#): Great idea! RT [@alisonlaw](#) **Q3** - 1-on-1 networking ... lots of coffee dates, telling friends and colleagues what I'm up to... [#solopr](#)

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[TMariePR](#): This is good.. PREACH!!! RT [@krisTK](#): **Q3**: Remember your clients become part of your reputation. [#solopr](#)

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[CathyWebSavvyPR](#): RT [@alisonlaw](#): **Q3** - I'm better 1-on-1 than in networking crowd. So I have coffee dates, telling friends/colleagues what I'm up to [#solopr](#)

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[KateRobins](#): **Q3** Sharpening pitch, value-add, being clear on costs, very important. Can lose ppl without that. [#solopr](#)

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[KeeyanaHall](#): **Q3** A few times, I've been bold enough to simply ask for the business...and it worked! [#solopr](#)

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[krisTK](#): **Q3**: Remember your clients become part of your reputation. [#solopr](#)

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• [mdbarber](#): **Q3** - If you're trying to sell clients on PR services, your own better look professional too. Don't forget your own prof profile. [#solopr](#)
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• [alisonlaw](#): **Q3**...sometimes the biggest challenge is making sure that your network knows what your capabilities and desired work/clients are. [#solopr](#)
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• [CathyWebSavvyPR](#): RT [@rmpapag](#): **Q3** - Through Referrals, I acknowledge "finders fee" with a personalized thank you and an appropriate gift [#solopr](#)
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• [LauraScholz](#): **Q3**: my network (which extends beyond just PR), client referrals, Twitter, word of mouth--I've been lucky--most people come to me. [#solopr](#)
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• [rmpapag](#): **Q3** - Through Referrals, I acknowledge "finders fee" with a personalized thank you and an appropriate gift [#solopr](#)
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• [alisonlaw](#): **Q3** - I'm better 1-on-1 than in networking crowd. So I have lots of coffee dates, telling friends and colleagues what I'm up to... [#solopr](#)
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• [wordymouth](#): RT [@shonali](#): RT [@krisTK](#): **Q3**: Your reputation often precedes the actual introduction. Make sure you're networking, serving, buiding a rep. [#solopr](#)
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[KeeyanaHall](#): **Q3** Word-of-mouth has also worked for me as well; my network has been great at referring others to me. [#solopr](#)

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[wordymouth](#): RT [@KellyeCrane](#): RT [@chatterboxpr](#): RE **Q3**: Networking, holding webinars and presentations for different associations helps land new prospects. [#solopr](#)

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[PRPiper](#): Great idea! [@annebentley](#): **Q3** I also host a monthly networking event for other consultants & freelancers who refer my services [#solopr](#)

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[karensim](#): RT [@KellyeCrane](#): So far, **Q3** is unanimous (& I agree)- your network/referrals will get you work. Make sure everyone knows youre avail [#solopr](#)

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[alecjr](#): [#solopr](#) **Q3** invest about 10k/yr in ads, events and marketing opps w/ local chamber of commerce - my ROI is much much higher than that

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[bbudlong](#): RT [@shonali](#): RT [@krisTK](#): **Q3**: Your reputation often precedes the actual introduction. Make sure you're networking, serving, buiding a rep. [#solopr](#)

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• [KellyeCrane](#): RT [@chatterboxpr](#): RE **Q3**: Networking, holding webinars and presentations for different associations helps land new prospects. [#solopr](#)
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• [mdbarber](#): **Q3** -- I have never given a finder's fee but always help the other person too. We're all in this together. [#solopr](#)
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• [KellyeCrane](#): So far, **Q3** is unanimous (and I agree)- your network/referrals will get you work. Make sure everyone knows you're avail [#solopr](#)
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• [CathyWebSavvyPR](#): **Q3** Conn the Dots: My blog, LIn Q&A, FB, Twitter all talking about topics of interest 2 curretn/potential clients. = they call me [#solopr](#)
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• [KeeyanaHall](#): **Q3** Networking has been the best way for me to find/pitch potential clients thus far. [#solopr](#)
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• [chatterboxpr](#): RE **Q3**: Networking, holding webinars and presentations for different associations helps land new prospects. [#solopr](#)
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• [alecjr](#): [#solopr](#) **Q3** - networking, on line ads . don;t network where other PR people do, i want to meet biz owners and ceos, not PR flacks like me
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• [karenswim](#): **Q3**: Prev. it was mostly referrals, lately everything from networking to yellow pages (the real one) [#solopr](#)
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• [alisonlaw](#): RT [@LScribner](#): **Q3** Ive been getting new prospects via referral. My question is do you give a finders fee if you do land that client? [#solopr](#)
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• [KellyeCrane](#): Love it! RT [@luannsaid](#): [@KellyeCrane](#) **Q3**: Honestly? I make my clients & colleagues do the job for me. Referrals only. [#solopr](#)
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• [shonali](#): RT [@krisTK](#): **Q3**: Your reputation often precedes the actual introduction. Make sure you're networking, serving, buiding a rep. [#solopr](#)
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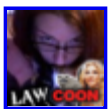
- [PRjeff](#): **Q3**: Major ditto on all the networking comments. Find industry events, tradeshow to hang out at. [#solopr](#)
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- [krisTK](#): **Q3**: Your reputation often precedes the actual introduction. Make sure you're networking, serving, buiding a rep. [#solopr](#)
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- [LScribner](#): **Q3** I've been getting new prospects via referral. So my question is do you give a finder's fee if you do land that client? [#solopr](#)
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- [damnredhead](#): **Q3**: also helps to keep a unique perspective - identifying opportunities where others don't see them. [#solopr](#)
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- [annebentley](#): **Q3** ~ I also host a monthly networking event for other consultants and freelancers who refer my services - networking and biz dev [#solopr](#)
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- [mdbarber](#): **Q3** -- as follow-on, become active in professional org. Mine is PRSA; yours may be different. Blog post about plusses: [barbergp.com](#) [#solopr](#)
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• [luannsaid](#): [@KellyeCrane](#) **Q3**: Honestly? I make my clients & colleagues do the job for me. Referrals only. [#solopr](#)

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• [mdbarber](#): **Q3** -- those who've been on for a while know I'm going to say networking networking. Get clients from referrals based on your network [#solopr](#)

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• [damnredhead](#): **Q3**: good ol' fashioned networking works for me. [#solopr](#)

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• [jesslaw](#): **Q3**: My most recent client found me through my blog! [#solopr](#)

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