



### ***Networking Times* Writers Guidelines**

*Networking Times* is an advertisement-free educational journal for professional networkers world-wide, available at major bookstores (Borders, B&N, Indigo, ...) and by subscription—online and in print. Single and back issues can be purchased directly from <http://www.networkingtimes.com>.

We define networkers as anyone who practices relationship marketing: network marketers, direct sales people, party plan consultants, as well as health care professionals, insurance agents, lawyers, real estate agents or other professionals who understand that while they are providing a product or a service, they are first and foremost in a *people* business.

We fill our 72 pages with practical information that covers two areas: acquisition of skills and building the right mindset to be successful in the world of networking today. We don't mention company names because we take a position of neutrality—consistent with our belief that the skills required to succeed in networking are generic to any company.

While each issue of *Networking Times* has a theme, departments stand independent of the general theme reflected in the main features. Our different departments include: Networking, Mindset, Professionalism, Presentation, Lifestyle, Coaching, Travel Report, Family Business, Leadership, People Business, Emotional Intelligence, Organizational Culture, Internet Marketing, Personal Growth, Communication, Personal Finance and Vision.

The best way to get familiar with the kind of articles we publish is to take a look at past issues. Feel free to request a demo subscription to access online back issues.

In order for articles submissions to be considered, they need to be content-driven and hold value for all readers regardless of whether they will buy your book or program. In other words, the intent and tone is always *educational* and never promotional. The byline at the end of each article mentions the author's books or programs and a link to his or her web site, as long as it is generic (not company-specific).

Also, we like to offer our readers original content and prefer articles that have not been published elsewhere—in print or online—within the same year.

*Networking Times* doesn't pay contributors for providing content, neither do we accept payment from anyone who wants to be featured. Our contributors understand our business model is to provide an advertisement-free educational journal entirely financed

by subscriptions and single copy sales. They are happy to get the exposure through a newsstand publication and to help educate the networking community.

Our departments typically run about 950-1000 words. If you like to submit an article, please send a Word document including a short bio (less than 100 words) and a high res JPEG headshot suitable for print to [editors@networkingtimes.com](mailto:editors@networkingtimes.com)

We always welcome new contributions and look forward to reading your submission!

The Editorial Team

*Networking Times*

“Moving the Heart of Business”