

Networking Strategies

Create Connections

- Ask questions about the person
- Actively listen to show interest

Practice with Friends

- Outline the positives of networking
- Identify conversation starter questions

Talk to Someone New

- Make eye contact
- Identify how you can add value to the interaction

Follow Up

- Stay connected by checking in regularly
- Be a person of your word if you promise to help them

Challenges



I do not like to

socialize

Networking can be frightening for anyone who does not like to socialize in large groups. Start small by talking to one person at a time or sticking to small groups. Here are more tips:

- Start off by greeting people
- Bring a buddy that likes to talk
- Identify the WIFM (what's in it for me) before the event



I do not know how to

start the conversation

Approaching someone and initiating the conversation can be scary. Have you actually stopped to think about the root cause of your fear? Once you understand why, you can start implementing strategies to help build connections. Here are some tips to help kick start your conversation:

- Act confident
- Have a prepared conversation starter
- Find an approachable person or group



I do not like small talk

My go to small talk topic is THE WEATHER. I am guilty of it and I know others can relate. How many times can you talk about the weather in one day before it becomes mundane? Here are some ideas to help create meaningful conversations:

- Ask open ended questions
- Get people to talk about themselves. The goal of the conversation is to get to know the person, not be their weather person.
- Show interest in the conversation because it makes them feel important



I do not know how to exit the conversation

Finding the right moment to exit a conversation is one of the hardest things to do. You want to make sure that you exit gracefully without acting or sounding too harsh. Here are a few tips to help you exit the conversation gracefully:

- Find the right time by reading the room
- Be willing to end the conversation
- Avoid brushing them off