



36 WAYS TO MAKE NETWORKING LESS DREADFUL

- Always visualise before going to a meeting – see a positive outcome – every time
- Decide if you are going to the right networking meeting – will there be people who it will be useful to meet? (check delegate list beforehand if you can)
- Know that you can talk to anyone – even if its just 'hello' – they won't bite you!
- Start using an affirmation that works for you "Networking is fun" or "I find work through networking" Say it 20 times a day for at least 21 days
- When using your affirmation, if other issues pop into your head – find an affirmation for them too
- Remember - all you are doing is talking to people – it's not hard
- There is no need to ask directly for a job from someone – just ask for advice
- Enquire if they know anyone who is looking for..... (very often they will say, 'yes – me!')
- Think of networking as 'making friends' 'gaining information' 'shooting the breeze' 'asking advice' – something nice and non-threatening
- Don't expect anything, but be open – that's when something will come back to you
- Be yourself – you don't have to put on an act – it won't work
- Use your anchor (NLP) whenever you need it – you can't wear it out
- People love to be asked their opinion – ask away
- If someone you meet gives you the name of another person, always ask to use the referer name
- When making contact with someone new who was referred, always use the referee name – the new contact will be more inclined to speak to you
- Collect business cards from people and keep them safely
- Write on each business card where you met the person (and what they look like)
- Follow up with contacts you meet – quick note to say 'great to meet you' works wonders
- Follow up with people you like on a regular basis – they will become friends
- Follow up with business contacts every few months – don't become a pest
- Keep a diary system so that you know when to meet/contact people
- Be friendly – no one can object to a friendly person (only a desperate negative one)
- Go with a friend to start off with – helps to boost your confidence – but don't stay with them all the time
- Use the F (family) O (Occupation) R (recreation) M (motivation) format to talk to people to start off with – you will always have at least 4 questions to ask
- If you don't connect with someone – don't worry – it takes all sorts to make a world
- To 'escape' – go get another drink – use the bathroom – make an excuse to need to meet someone else – just say "it was great talking to you, excuse me" and walk away
- Smile – people wont approach you if you look like you will chew their ear off
- Keep a notebook to write down useful information – no one expects you to be marvo the memory man/woman
- Use body language to get into rapport with someone
- Use speech tone/language to get into rapport with someone
- Learn from each meeting you go to – keep a note of highlights and things that worked for you – then review before your next meeting to boost your confidence
- Believe that networking is easy and it will be – believe that networking is hard and it will be!
- People will be as interested in you as you are in them – so be curious!
- Get on your feet. Don't sit at a table with your friend, people are much less likely to approach you
- Pay it forward. Recommend people to collaborate with each other– give away information – it will come back to you
- To join a group who are already talking - stand next to a woman (not a man) and smile she will let you into the group