

33 Networking Tips You Can Easily Read in Under 5 Minutes

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<https://www.themuse.com/advice/here-are-33-networking-tips-you-can-easily-read-in-under-5-minutes>

- During conversations, focus on the other person. Learn what makes them tick. Ask, listen, observe.
- When you first meet someone, use his or her name a few times to create a feeling of familiarity.
- Don't immediately send a LinkedIn invite to a new contact. Follow up the next day.
- When networking, inquire about passions, hobbies, and interests instead of asking "where do you work?"
- Don't attend networking events with a list of things you want. Arrive with a list of things you can offer.
- Need a reason to network? "Succeeding in business is all about making connections." – Richard Branson
- Once you've made a new contact, ask what method of follow up they prefer: email, phone, LinkedIn, or other.
- Adam Rifkin, a respected networker in Silicon Valley suggests: Don't rush relationships; trust takes time.
- Ben Franklin's technique? Request a favor. Before someone will give to you, they must decide to like you.
- Don't focus on fear; focus on the joy of connecting with others. Tell yourself, "I like meeting people."
- While at a conference, many people go to the bar to relax. Do the same, even if you're not drinking.
- If you're staying overnight at a conference, invite a few other overnights to dinner; if you can, pay the bill.
- Be excited about networking; it "is a key driver behind higher salaries and career advancement".
- You will need a follow-up comment and warm smile, but sometimes the best opening line is "Hi." Try it.
- Want to network like a pro at conferences? Skip some sessions; stand in the hallway and be friendly.
- Network on social media. To connect with people, promote their projects and tag them in your posts.
- Interesting people easily make meaningful connections. Be able to talk about topics other than work.
- Instead of constantly trying to network with leaders, seek out leadership roles and people will come to you.
- Jot down a few details about each new contact to maintain connections in your follow-up conversations.
- Don't monopolize someone's time. If you're carrying the weight of a conversation, wrap it up and move on.
- Ditch the elevator pitch when networking. Network to make authentic connections, not sales.
- Put money into an "interesting people fund" to finance enriching networking and social experiences.

- Take a friend with refined social skills to networking events to ease the awkwardness of breaking the ice.
- Don't have the budget for a conference? You can still network with attendees at nearby shops and bars.
- When in doubt, discuss the setting or event. How? Do your homework about the event, and be observant.
- "The business-building "Gold" is not in the collecting business cards, but in the solid relationships you build" – Forbes
- Most people at events are in the same situation; they don't know many people; they welcome icebreakers.
- Offer to help people. "The currency of real networking is not greed but generosity" – Keith Ferrazzi
- If you want to go somewhere, it is best to find someone who has already been there.
- Amp up your LinkedIn presence. Share content and slideshare decks, join groups, leverage @mentions, etc.
- Follow up with new contacts. Be helpful, generous, and considerate when reconnecting after events.
- Guy Kawasaki defines good networking as always thinking "yes". This is less risky than it sounds.
- Apply to be a speaker at conferences. Networking is easier if everyone at the conference knows your name.