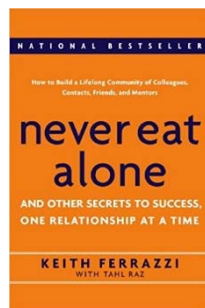


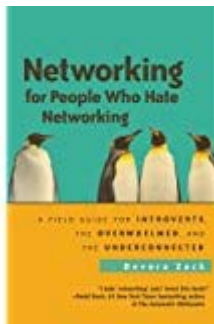
Networking Resources



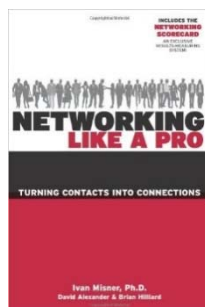
Networking is not Working: Stop Collecting Business Cards and Start Making Meaningful Connections by Derek Coburn, Ideapress Publishing, 2014.



Never Eat Alone: And Other Secrets to Success, One Relationship at a Time by Keith Ferrazzi with Tahl Raz, Crown Business, 2005.



Networking for People Who Hate Networking: A Field Guide for Introverts, the Overwhelmed, and the Underconnected by Devora Zack, Berrett-Koehler Publishers, 2010.



Networking Like a Pro: Turning contacts into Connections, by Ivan Misner, Ph.D, Entrepreneur Press, 2010.



You Don't Have to Shout to Stand Out: Networking Conversations that Inspire Interest and Create Connections by Christine Clifton, Mindful Business Press, 2017.

Conversational Experts



Chris Westfall
Author, Keynote Speaker
westfallonline.com- Blog and information
Chris' YouTube channel: <https://www.youtube.com/user/westfallonline>
@westfallonline



Stacey Hanke
Author, Keynote Speaker
staceyankeinc.com
Stacey's You Tube channel: <https://www.youtube.com/user/StaceyHanke>
@staceyankeinc

Learn to Love Networking by Tiziana Casciaro, Francesca Gino and Maryam Kouchaki
<https://hbr.org/2016/05/learn-to-love-networking>

1. Focus on learning
2. Identify common interests
3. Think broadly about what you can give
4. Find a higher purpose

5 Lines that Will Keep a Conversation Going by Steve Errey

<https://www.themuse.com/advice/5-lines-that-will-keep-a-conversation-going>

1. Tell me more about....
2. What's the best part of ...?
3. How did you get into...?
4. What's Your biggest Challenge?
5. What's your favorite Cheese?

5 realistic Ways for Introverts to Make Networking Less Painful by Kelly Poulson

<https://themuse.com/advice/5-realistic-ways-for-introverts-to-make-networking-less-painful>

1. Do some research before you meet someone
2. Play to your strengths- go into the conversation with a goal of hearing their story
3. Use social media – sometimes its easier to write thoughts than speak them
4. Take a break- if you are going to an event- recognize when you need a break
5. Make a Friend- make the goal to leave with one new contact

30 brilliant Networking Conversations Starters by the Daily Muse Editor

<https://themuse.com/advice/30-brilliant-networking-conversation-starters>

48 questions that'll make Awkward Small Talk so much easier by Aja Frost

<https://themuse.com/advice/48-questions-thatll-make-awkward-small-talk-so-much-easier>

21 Ways to Leave a Never-Ending Conversation Without Being Rude by Aja Frost

<https://www.themuse.com/advice/21-ways-to-leave-a-neverending-conversation-without-being-rude>

The Five Biggest Business Networking Mistakes and How to Avoid Them by Sue Clement
<http://www.businessknowhow.com/marketing/business-networking.htm>

1. Focus on Connections
2. Focus on getting to know people
3. Don't jump in with your offer
4. Don't use hard sell tactics
5. Following up does not equate to selling

10 Tips for Successful Business Networking by Stephanie Speisman

<http://www.businessknowhow.com/tips/networking.htm>

1. Be Genuine
2. Know what your goals are
3. Visit groups that spark your interest
4. Volunteer in organizations
5. Ask open ended questions
6. Be a resource
7. Have strong self awareness
8. Be able to articulate what you are looking for
9. Follow through
10. Contact those who may benefit from what you do

Top 10 Ways to Maximize your Networking Approachability by Scott Ginsberg

<http://www.businessknowhow.com/marketing/approach.htm>

3 Smart Things to Bring up When You're Trying to Avoid Awkward Pauses by Kat

Boogaard of Inc. <https://www.themuse.com/advice/3-smart-things-to-bring-up-when-youre-trying-to-avoid-awkward-pauses>

1. What You Accomplished at Work That Day or Week
2. What You're Currently Reading, Watching to Listening To
3. What You're Planning on Doing That Weekend

5 Networking Habits That'll Make You Dread it a Little Bit Less (Promise!) by Kat

Boogaard of Inc. <https://www.themuse.com/advice/5-networking-habits-thatll-make-you-dread-it-a-little-bit-less-promise>

1. Strategize- is there something you want to learn, someone you want to meet?
2. Practice- your introduction
3. Listen- plan to listen at least as much as you speak
4. Offer Value- what do you bring to the table?
5. Follow up- foster the relationship

4 Reasons You Don't Like Networking (and 4 Better Options You Will Like!) by Jenny

Foss <https://www.themuse.com/advice/4-reasons-you-dont-like-networking-and-4-better-options-you-will-like>

Why Networking Can Feel Fake and How to Fix It by Marie Forleo (video)

<https://www.themuse.com/advice/why-networking-can-feel-fakeand-how-to-fix-it>