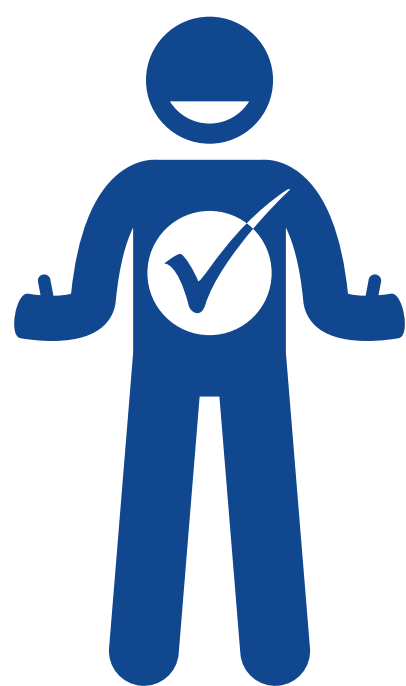


NETWORKING 101



PREPARE FOR THE EVENT

- Dress in way that is professional, but makes you feel confident. The old adage “if you look good, you’ll feel good” is true!
- Be ready to share your story in a few sentences. Include who you are, where you’re from, and a broad description of what you do for work. If you’re feeling nervous, consider writing these sentences out beforehand and practice saying them until you are comfortable.
- Be confident! People do want to know you!
- Set a goal to speak to a certain number of people at the event. You want to make sure you are making genuine connections, so don’t expect to meet 50 people at a 1-hour event. But, especially if you’re new to networking, setting a goal of making 2–3 genuine connections is doable, and is certainly better than none at all.



BE GENUINE!

- Don’t try to be something that you’re not. People want to know the real you, so be yourself!
- Again, BE CONFIDENT! Don’t be afraid to start a conversation with a simple, “Hello! What’s your name?”
- Ask questions and actively listen to whoever is speaking. People can tell when you’re not interested in a conversation. So, make sure to participate in the conversation and give them your full attention.
- Don’t dismiss anyone as unimportant. You never know who you are speaking to, and just as you would want their respect, you should show them respect as well.



FOLLOW-UP WITH YOUR CONNECTIONS.

- Send follow-up emails or notes to thank them for the conversation.
- Connect with your contacts on social media, especially on LinkedIn.
- Continue to interact with your new connections. Networking doesn’t stop with an introduction and a single conversation. The goal is to build a relationship, not just a list of names and faces, so congratulate them when something great happens. Treat them as you would a friend. Support them when they need it.
- Introduce people in your network to others. Invite others to networking events, and of course, invite others to join the Round Rock Chamber of Commerce!