01

You Don’t Need a Networking Personality.



Quiet works. So does nervous. You don't have to be the loudest person here to be someone people enjoy meeting.

Try saying

“I don't know anyone here yet. Can I sit with you?”

Try it. Say hello to one person before you check your phone.

Who I said hello to

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02

Walk In Alone. Leave With One Name.



You don't have to work the room. One real conversation makes for a very good day.

Try saying

“What brought you here today?”

Try it. Learn one name and one thing about her.

Her name, and what I learned

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03

Ask the Question After "What Do You Do?"



The first question gets you her job title. The next one gets you a story.

Try saying

"What's your favorite part of it?"

Try it. Ask one follow-up question before you talk about yourself.

My go-to second question

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04

Introduce Two People Who Should Know Each Other.



It takes about a minute, and both of them will remember you did it.

Try saying

“You two should talk. You both love working with first-time buyers.”

Try it. Think of two people you know who should meet.

___ should meet ___

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05

Your Follow-Up Doesn't Have to Be Clever.



It just has to get sent. A short note tomorrow beats a perfect note you never write.

Try saying

"It was so nice meeting you. I'm still thinking about what you said."

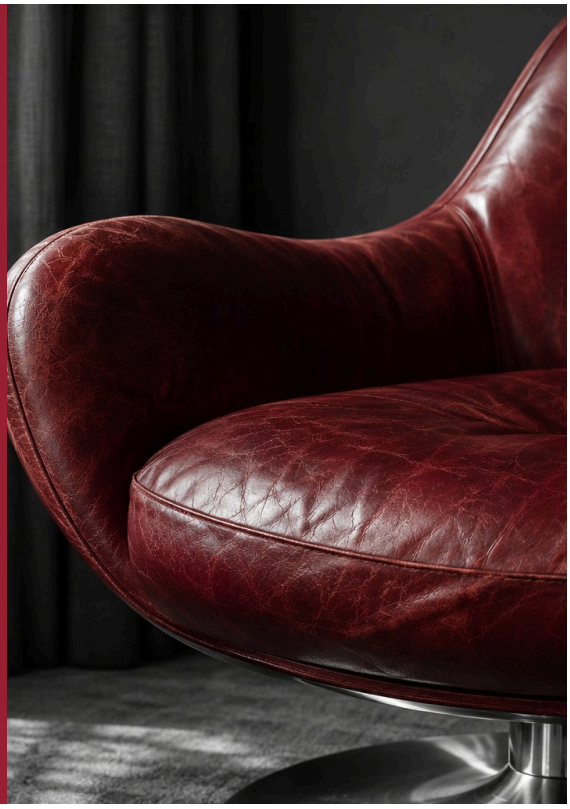
Try it. Send one note within a day of meeting someone.

Who gets my note

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06

Remember One Small Thing.



Her dog's name. Her daughter's first apartment. Small details tell people you were listening.

Try saying

“How did your daughter's move go?”

Try it. After a good conversation, write down one detail you want to remember.

One detail worth keeping

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07

Leave Room in the Circle.



If you're in a group, open up a little. The woman standing by the door may be hoping you will.

Try saying

“Come join us. We were just talking about spring.”

Try it. Invite one person into your conversation.

Who I invited in

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08

Know How to Say Goodbye.



You don't have to stay forever or slip away.
A warm goodbye is a nice last impression.

Try saying

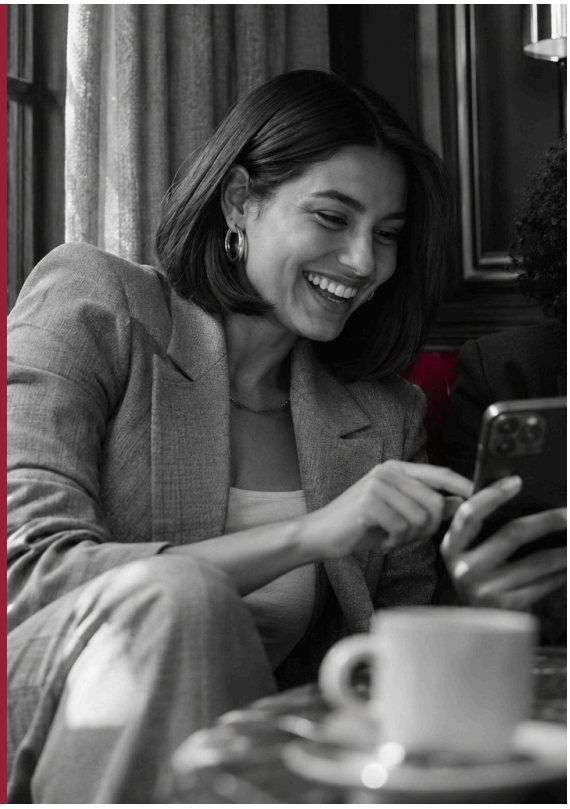
“I've loved talking with you. Let's connect on LinkedIn before I grab a coffee.”

Try it. Have your goodbye line ready before you need it.

My goodbye line

09

Say the Nice Thing Out Loud.



If you admire how someone handled something, tell her. Most of us don't hear it enough.

Try saying

“I loved what you said about your clients. I may have to borrow that.”

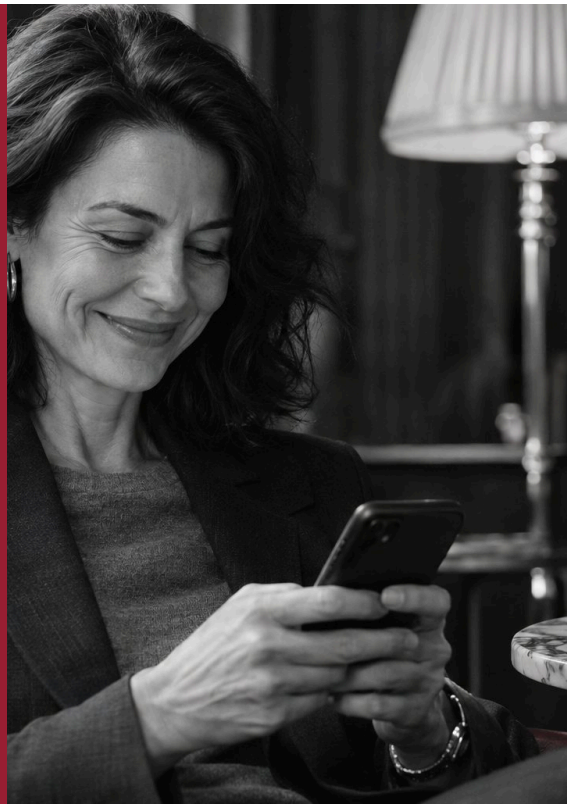
Try it. Give one specific compliment today.

The compliment I'll give

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10

Connect Before You Forget.



Good intentions fade by the time you get to the car. Your LinkedIn QR code takes seconds.

Try saying

“Want to connect? Here's my code.”

Try it. Find your LinkedIn QR code now, so it's ready when you need it.

Who I connected with

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11

Talk to the Person You Think Is Your Competition.



You may work the same towns. She may also become someone you call when a deal gets strange.

Try saying

“We keep crossing paths. How has your market been?”

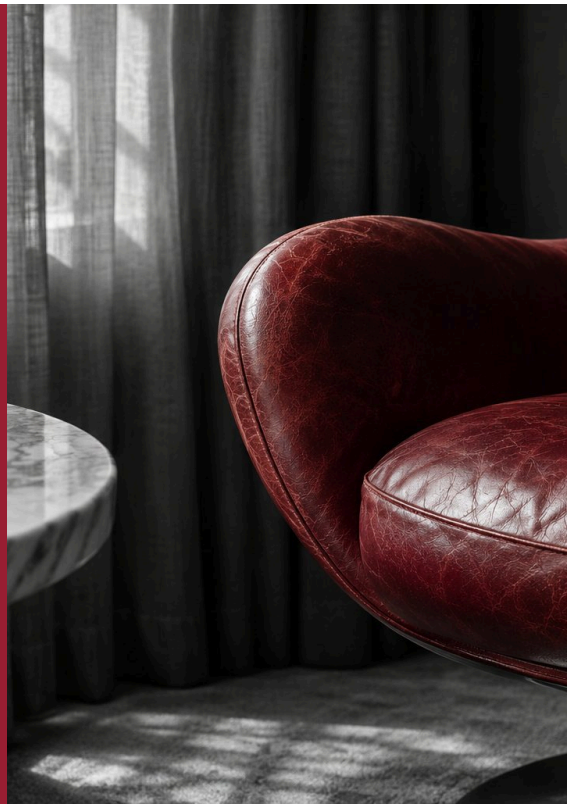
Try it. Say hello to someone you usually only see across the table.

Someone I'd like to know better

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12

Go Home Having Been Good Company.



Your elevator pitch can stay in your bag. Listen, laugh, and ask about her.

Try saying

“I'm so glad I sat down next to you.”

Try it. Before you leave, thank one person for the conversation.

Who I'll thank

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