



Next Generation Leadership Council

Ten Best Networking Practices

- 1. Show Up!**
 - a. Attend the event even when you don't want to or when it feels uncomfortable. There are many times when your mind wants you to skip the event and try again next time. Do not succumb! You will be happy that you attended.

- 2. Set a Goal**
 - a. Set specific goals, including people you'd like to meet or certain tasks you'd like to accomplish. Don't just wing it.

- 3. Listen & Learn**
 - a. Do much more listening than talking. Learn about others, their careers, their interests. Don't make it about yourself.

- 4. Partner Up**
 - a. Grabbing a partner can ease your anxieties, but don't forget; the goal is to make and nurture new connections. Don't sit at a table full of your own personal colleagues!

- 5. Guest List?**
 - a. Plan your work and work your plan. Don't be afraid to ask for the guest list!

- 6. Get Personal**
 - a. Be sure to connect with people on a personal level before you begin badgering them about business. People do business with people they know, so get to know them first!

- 7. Don't Close the Sale**
 - a. Your goal should never be to close the sale at a networking event. Your mission is to meet someone new, be inquisitive and see if you can connect with them at a later date.

- 8. Follow Up!**
 - a. Always be sure to follow up. Whether it be via email, LinkedIn or a phone call.

- 9. Prepare Your Elevator Speech**
 - a. Be prepared with a condensed version of who you are, what you do, and what you are passionate about. Role playing with friends and colleagues beforehand always helps.

- 10. Think Outside the Box**
 - a. Connect with people who may not necessarily share the same wheelhouse as you. You never know who knows who!