

# Ep 12: 4 Unspoken Rules of Networking

## Are you making any of these networking mistakes?

- Get drunk and overshare.
  - If schmoozing isn't your thing, you may be tempted to drink more than you should to curb the anxiety. Hold yourself to a 1-2 drink maximum and drink slowly. Assign a wing person.
  - Find networking avenues that are more comfortable for you (i.e. forums, small group get-togethers, 1:1 virtual or in-person meet-ups, etc.)
- Be the awkward networker.
  - Networking effectively takes practice. It may feel uncomfortable to begin with, but it will get better.
  - It isn't networking unless you follow-up AFTER the engagement.
- Call people out of the blue and ask for something.
  - Schedule (on your calendar) regular networking engagements.
  - If it has been awhile and you want something right away acknowledge it
- Assume networking it over.
  - Your network will change as life changes. It will expand and shrink. That's expected.
  - Consider extending your network into areas you may have future interest. For example, if you someday wish to have your own business, start networking with entrepreneurs.

### Areas to address immediately are:

1. \_\_\_\_\_  
\_\_\_\_\_

2. \_\_\_\_\_  
\_\_\_\_\_

3. \_\_\_\_\_  
\_\_\_\_\_

### Action Plan:

Action	Timing	Progress	Complete

