

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 is 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

