

# Networking tips

1	During conversations, focus on the other person. Learn what makes them tick. Ask, listen, observe.
2	When you first meet someone, use his or her name a few times to create a feeling of familiarity.
3	Don't immediately send a LinkedIn invite to a new contact. Follow up that night, or the next day.
4	When networking, inquire about passions, hobbies, and interests instead of asking "Where do you work?"
5	Don't attend networking events with a list of things you want. Arrive with a list of things you can offer.
6	Need a reason to network? "Succeeding in business is all about making connections."
7	Once you've made a new contact, ask what method of follow up they prefer: email, phone, LinkedIn, or other.
8	Adam Rifkin a respected networker in Silicon Valley suggests: Don't rush relationships; trust takes time.
9	Ben Franklin's technique? Request a favor! Before someone will give to you, they must decide to like you.
10	Don't focus on fear; focus on the joy of connecting with others. Tell yourself, "I like meeting people."
11	While at a conference, many people will go to the bar to relax. Do the same, even if you're not drinking.
12	If you're staying at a conference, invite a few other overnights to dinner; pay the bill.
13	Be excited about networking; it is a key driver behind higher salaries and career advancement.
14	You will need a follow-up comment and a warm smile, but sometimes the best opening line is "Hi." Try it.
15	Want to network like a pro at conferences? Skip some sessions; stand in the hallway and be friendly.
16	Network on social media. To connect with people, promote their projects, and tag them in your posts.
17	Interesting people easily make meaningful connections. Be able to talk about topics other than work.
18	Instead of constantly trying to network with leaders, seek out leadership roles and people will come to you.
19	Jot down a few details about each new contact to maintain connections in your follow-up conversations.
20	Don't monopolize someone's time. If you're carrying the weight of a conversation, wrap it up and move on.
21	Ditch the elevator pitch while networking. Network to make authentic connections, not sales.
22	Put money into an "Interesting people fund" to finance enriching networking and social experiences.
23	Take a friend with refined social skills to networking events to ease the awkwardness of breaking the ice.
24	Don't have the budget for a conference? You can still network with attendees at the nearby shops and bars.
25	When in doubt, discuss the setting or the event. How? Do your homework about the event, and be observant.
26	The business-building "gold" is not in collecting business cards but in the solid relationships you build.
27	Most people at events are in the same situations: they don't know many people; they welcome icebreakers.
28	Offer to help people. "The currency of real networking is not greed but generosity."
29	If you want to go somewhere, it is best find someone who has already been there.
30	Amp up your LinkedIn presence. Share content and SlideShare decks, join groups, leverage @mentions, etc.
31	Follow up with new contacts. Be helpful, generous, and considerate when reconnecting after events.
32	Guy Kawasaki defines good networking as always thinking "yes". This is less risky than it sounds.
33	Apply to be a speaker at conferences. Networking is easier if everyone at the event knows your name.

Source: <https://www.themuse.com/advice/here-are-33-networking-tips-you-can-easily-read-in-under-5-minutes>