Say Hi to a Stranger

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Which sounds more familiar?

- Arrived early to find a corner to conduct conference calls and/or email work
- Grabbed food and multi-tasked while eating
- Raced into the room just prior or just after the doors closed
- Jumped onto the phone as soon as break was announced
- Arrived early armed with a list of people (known or unknown) that you wanted to meet with while at this event
- Over breakfast, made a point of connecting with at least 3 people you’ve never met
- Met at least 2 more people during the break time
- Made a useful connection already from someone you met just today
- Scheduled a side meeting with someone local to meet/network
Survey

What best describes you?
- Enthusiastic networker
- Reluctant, but adequate networker
- Shy, but I’ll meet people
- I skip all the networking events I can
Where Are We Going?

*Develop Confidence, Competence and Connections*

**Skills**
- Create Conversations
- Listen Attentively
- Keep It Alive

**Results**
- One Minute Introduction
- Meet at Least 5 People
- Next steps for a current issue
Discussion

- How do you define networking?
  - Activities
  - Actions
- What steps have you taken to maximize your network’s effectiveness?
- What are the barriers you face?
One Minute – About You

30 s  Who am I?
15 s  What can I offer people in this room?
15 s  What I would like from people in this room?
Debrief
One Minute – About Them

Same script:
30 s  Who am I?
15 s  What can I offer people in this room?
15 s  What I would like from people in this room?
Trading Wall

NAME
need
offer
NAME
need
offer
NAME
need
offer
NAME
need
offer
NAME
need
offer
NAME
need
offer
NAME
need
offer
NAME
need
offer
NAME
need
offer
Keep It Alive

Find your Picassos to help your inner Van Gogh
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