

# Say Hi to a Stranger



Sabina Nawaz  
[sabina@sabinanawaz.com](mailto:sabina@sabinanawaz.com)

# 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 a 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

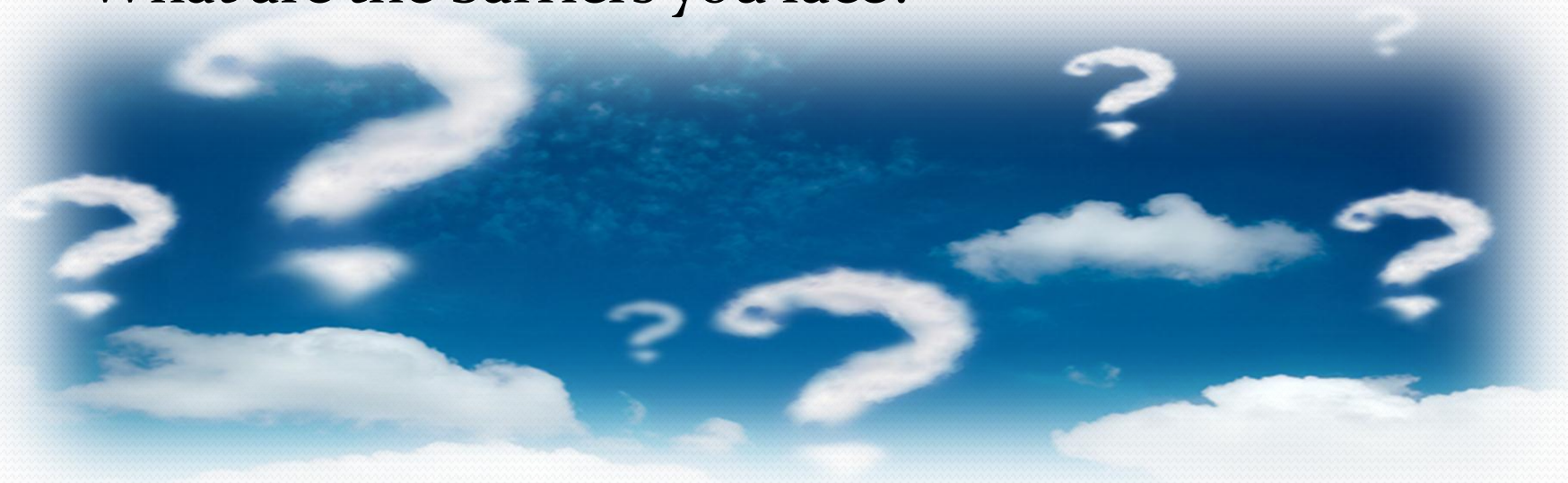
- Create Conversations
- Listen Attentively
- Keep It Alive

## 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?



1



2



3



# Debrief



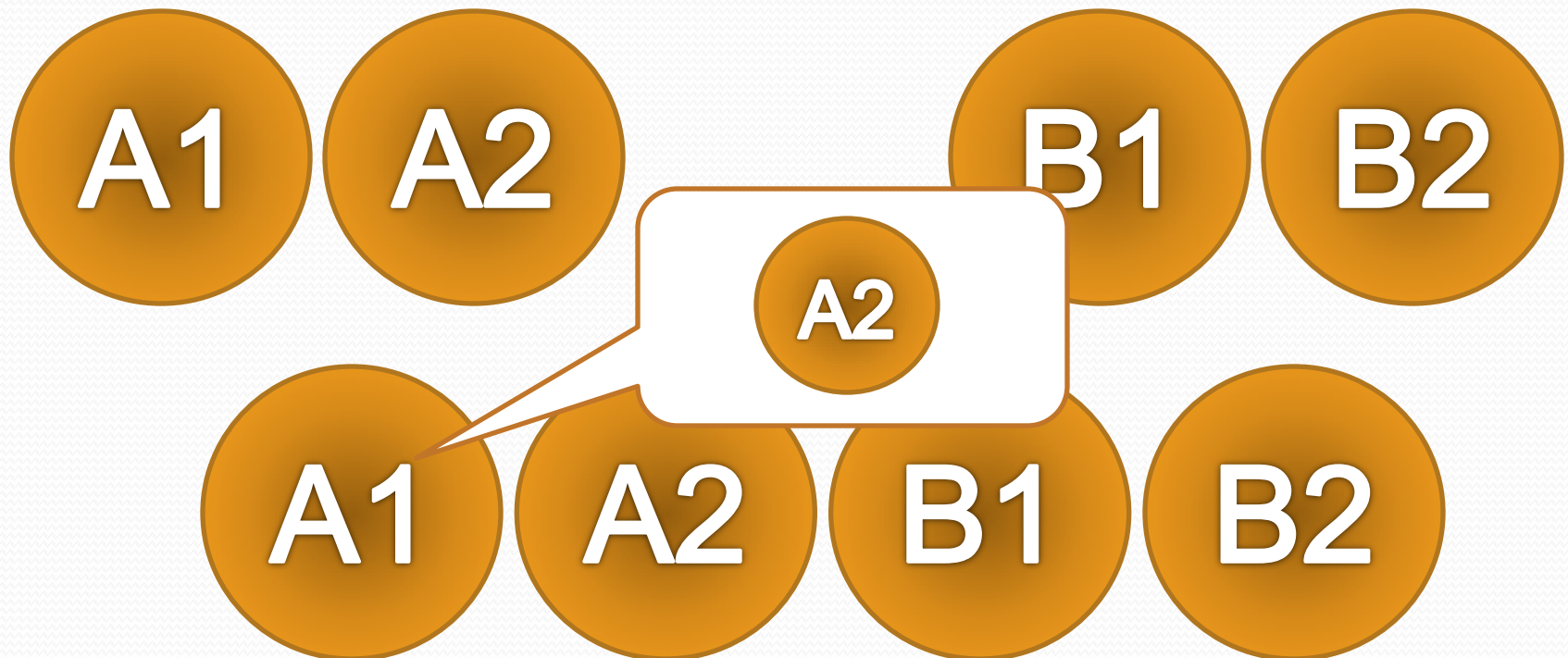
# One Minute – About Them

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

NAME

need

NAME

need

offer

offer

offer

offer

offer

offer

offer

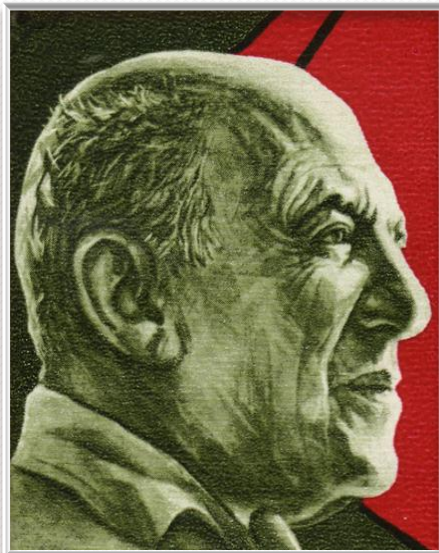
offer

offer

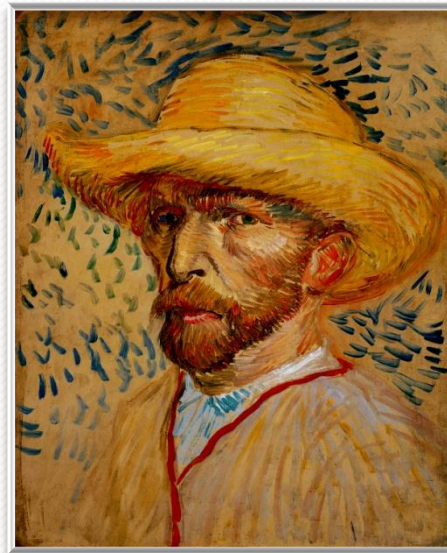


# Keep It Alive

*Find your Picassos to help your inner Van Gogh*



Picasso



Vincent

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