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## Ideas & Tips from The Intentional Networker

### **Experiment with some of these networking best practices:**

- \* Create, update and review your vision, intentions & goals regularly.
- \* Be mindful of how you “show up” – versus the brand you want to project.
- \* Ask for honest, constructive feedback from people who know you well.
- \* Identify, observe & emulate someone who is a good networking role model.
- \* Inventory the value (e.g., expertise, skills, energy, connections, etc.) you bring to your network.
- \* Leverage that value.
- \* Create a database of your network. Add categories if you like.
- \* Create your Top 25 List - people you want to stay in touch with monthly.
- \* Create your Top 150 List - people you want stay in touch with at least annually.
- \* Identify “weak ties” and strengthen them.
- \* Create a short list of people you’d like to meet. Reach out to them with value.

- \* Ask people to coffee or lunch or find some other activity to do together.
- \* Be a bench marker: offer, share & ask for input on best practices.
- \* Greet someone you don't know very well. Offer a compliment.
- \* Better yet, engage in a 5 minute conversation.
- \* Ask open-ended questions to generate conversation. Then LISTEN.
- \* Be interested, not interesting. (Reminder: Good networking is not about you.)
- \* At the coffee shop? Buy coffee for the person behind you in line.
- \* Earn trust (e.g. do what you say you'll do, honor confidences, don't gossip).
- \* Give first: do a favor, share information, offer to facilitate a connection.
- \* Express gratitude to someone who has done something of value for you.
- \* Attend a social or networking event. Or create one (e.g., a foursome for lunch).
- \* Follow up with the people you meet - a quick, gracious email is perfect.
- \* Join a new group - or start a monthly success / mastermind / study group.
- \* Volunteer or offer to be on a leadership or advisory committee.
- \* Update your LinkedIn profile.
- \* Get a professional headshot and use it on your social media profiles.