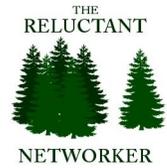




The Reluctant Networker's **52 Networking Tips**

Making Connections...
...with Confidence



The Confidence of Giving

In a well-known cologne commercial, the actor Jack Palance uttered the classic line "Confidence is sexy, don'tcha think?" While I don't know how accurate that is, the fact remains that folks do prefer to associate themselves with confident people. Those who act as if they aren't so sure of themselves give off an aura of desperation whose stench would quickly overpower even the scent of Jack's cologne.

The funny thing is, good networking practice tends to reveal an underlying assurance. Think about it. Passing someone a referral says you are doing so well that you can afford to spread the wealth a little. This holds even if the referral wasn't something you could do in the first place. By corollary, you must have enough work that you can afford to be choosy with whom you work in the future. That makes you exclusive and worth pursuing.

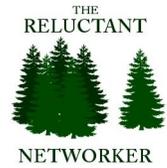
How about treating someone to lunch or even just a coffee? Well, shucks, that means you've got money in the bank. Business must be good!

Then there's the gift of your time. If you are volunteering, are you desperate to get new work into your pipeline? Nope! After all you've got time to volunteer for a cause which is important to you. Never mind the fact that you are actually making great connections as a result of being a part of the group -- connections that could easily turn into business in the future.



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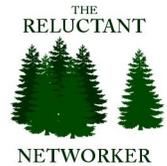
Now, I don't know if anyone comes to these conclusions consciously. It is definitely true, however, that projecting confidence in yourself and what you do will be far more likely to build the strong relationships you want. It'll do a lot better than projecting desperation and uncertainty.

After all, who wants to be around someone who's begging?



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Recommended Resources

The website: <http://www.thereluctantnetworker.com>

The blog: <http://thereluctantnetworker.blogspot.com>

Our workshops: <http://thereluctantnetworker.com/content/workshops-and-training>

Facebook: <https://www.facebook.com/pages/The-Reluctant-Networker/397296726083>

Background and Testimonials

Originally a computer programmer, Greg Peters understands the challenges facing every reluctant networker. He also knows, however, that networking is a learnable skill. In 2009 he founded The Reluctant Networker, LLC and has since worked with clients in technology, finance, and sales to help them build networks of powerful connections. He is the author of the blog "The Reluctant Networker" and contributes weekly networking advice to local radio and news outlets. He also presents to larger groups to spread the word that, performed properly, networking is the most powerful way to achieve success and significance in our lives.

"Just wanted to say THANK YOU for being our speaker for our January Grow Your Business Workshop. The time, energy, and effort that you provided was greatly appreciated. We have received some tremendous feedback from those who came (and even those who wish they would have). Thank you for helping us in our efforts to build a strong Downriver community! We would love to have you come back to speak



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for us again anytime!”

~ Mark Tremper, Downriver Community Federal Credit Union

“Greg opens doors. By inviting me to a special networking event, Greg enabled me to make a crucial connection leading to a new position. Thank you, Greg! You are a powerful speaker, and an even better networker.”

~ John Arenz, Trust Officer, Wealth Management Group, United Bank & Trust, Ann Arbor, MI

“For a self-proclaimed 'nerd', Greg is a sensational person who happens to have a knack for putting others at ease with their fears and provides a steady approach for networking. I recommend seeking Greg's expertise if you have any hesitation at all regarding networking and speaking in public; his methods have greatly helped me get out of my own way.”

~ Rich Austin, Associate, Sandler Training Center - Ann Arbor