



The Reluctant Networker's
52 Networking Tips

Making Connections...
...with Confidence



Networking Lessons From My Daughter

My daughter Kaylie is one of the best networkers I've ever seen. I suspect that a lot of kids are. Here are just a few of the lessons I've learned from watching her.

Never fear the other kids. No matter where we are, if she sees other children at a distance, she shouts out "Hi, kids!" and rushes over to play. Within minutes she's running around with them as if she's known them for years. Wouldn't networking events be a lot easier if we tried that same fearless approach?

Know what you want. About a year ago, we were at Raja Rani, our favorite Indian restaurant. They have a dessert there called Gulab Jamun. If you've never had it, imagine a dense donut hole served in molten syrup and you have a close approximation. Well Kaylie has discovered a true love of these sweet little morsels. "More sugar, please" was what she kept saying (OK, she couldn't handle the name, but we knew what she meant). How many of us adults would benefit from being able to respond clearly and immediately when someone asked what we were looking for? It would certainly make our networking more productive!

Play your own game. One time we were at the playground and Kaylie was playing with Diana, a little girl who was about a year or so older. Diana wanted to play hide-and-go-seek, but Kaylie just didn't understand the concept. She ended up creating her own game which consisted of covering her eyes and counting to ten. For some



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reason, she thought this was just grand and soon Diana joined in the fun. Wouldn't it be great if adults chose not to play the "sell at the networking event" game? Maybe we could start up a lovely round of "meet new people and form relationships at the networking event" and get the other attendees to play along.

My daughter is very wise for having only been on this Earth for four years. I'm going to keep an eye on her. I can only imagine the other lessons she'll teach me.



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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