



The Reluctant Networker's
52 Networking Tips

Making Connections...
...with Confidence



Avoiding the Lapse in Networking

Heading out of town on travel, whether for business or fun, can have one unpleasant side effect.

It can play havoc on your networking practice.

Now, missing a week here or there isn't a huge problem. Networking has a certain momentum to it. The true challenge is when you get home. Remember, returning often means a pile of urgent stuff to deal with. You could easily spend another week just taking care of it. Before you know it, you'll realize that you haven't done your networking for over a month. Look out feast and famine cycle, here we come!

Here are a few things you can do to help mitigate the problem.

- First, if you set specific dates to call your contacts, make sure you don't have anyone scheduled while you are going to be gone. If the absence is unplanned, take a few minutes as soon as you get back to spread your scheduled calls from that time into the next two or three weeks.
- Second, while you may not have time to do your full networking practice, assuming you do have email access, just send out an email or two each day. It will help you stay in touch at a minimal investment of time.
- Third, especially when you are away from home, this is a perfect time to practice



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your face-to-face networking skills. Strike up a conversation with someone at the breakfast buffet. Find out about how the front desk manager got his position. How long has the shuttle driver been working this route?

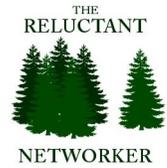
- Next, if you're on the road, do you have access to your tickler file, your schedule, and your address book? Ideally, you'll have with you the minimum you'll need to make whatever connections you have time for.
- Last, take a few moments to plan for your networking upon your return. Be aware of the time it will take you to catch up and schedule a specific time for your networking activities. Sometimes, just the act of planning will be enough to keep you on track.

When you head off on vacation, you probably already have a checklist of sorts to make sure you don't forget to feed the cat or pack your snorkeling gear. Add one more thing to the list: Adjust your networking to "on the road" mode. Taking a little time now to prepare for your absence will help you avoid the feast or famine cycles which come from an uneven practice.



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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