



The Reluctant Networker's
52 Networking Tips

Making Connections...
...with Confidence



The Networking Event Toolkit

Having a toolkit of your networking materials can help a great deal in reducing the stress of attending a networking event. The best idea, when possible is to gather these items the night before.

So what should go in the kit?

First and foremost: **Your schedule**. The main goal of attending the event is to start new relationships. Being able to schedule a coffee immediately with a potential new connection will make you much more efficient in that task.

Second, **a pen**. It's nice to jot down a note or two on the backs of the cards you request.

Third, **a notebook**. Sometimes you need more space than the back of a business card provides.

Next, **your business cards**. This isn't because the people you meet will call within days of receiving your card (they won't). If you don't have one when they ask, though, it can throw up huge warning signs to potential connections that you may not be a professional.

A **business card holder** can help you avoid the fumbling search for your business



The Reluctant Networker's
52 Networking Tips

Making Connections...
...with Confidence



cards, when they ask. It doesn't have to be anything fancy. Even a rubber band or a large paper clip will do in a pinch.

If you happen to have a **permanent name tag** that you like to wear, be sure to add that to the mix.

Finally, and I know it sounds silly, but set out **your clothes**. I have been late on more than one occasion because I couldn't find a shoe or tie I had intended on wearing.

Having all of your materials set out and ready to go will make the event less stressful and give you a better chance of walking away with better connections for the long run.



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

Making Connections...
...with Confidence



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

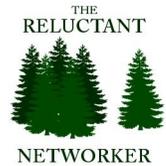
Originally a computer programmer, Greg Peters understands the challenges facing every reluctant networker. He also knows, however, that networking is a learnable skill. In 2009 he founded The Reluctant Networker, LLC and has since worked with clients in technology, finance, and sales to help them build 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



The Reluctant Networker's
52 Networking Tips

Making Connections...
...with Confidence



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