



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

Making Connections...  
...with Confidence



### **Being Present**

My wife loves to observe human behavior. I learn a lot from the patterns she catches. The other day she pointed out something interesting. She said, in her experience, the most successful people with whom she had spoken were always completely present.

They weren't checking emails while listening to a speaker. They weren't wearing their bluetooth earpiece when they were in the middle of a conversation. In fact, their cellphone was never in evidence, let alone sitting in plain sight on the table. When you spoke with them, they never looked over your shoulder seeking a "better" conversation.

**They were always there in the moment, as if what they were doing was the most important thing in the world.**

Maybe they have "people" to take care of these things for them, but I prefer to believe instead that they have learned something about the petty distractions that modern life has thrown in our path...

...and they've rejected them.

This is something I know I struggle with. It's so easy in a quiet moment to pull out my Droid and just "check the email". You know, just in case there are any emergencies. Guess what, though. On those extremely rare occasions when something has come



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up, there wasn't much I could do until later. The only thing that reading the email did for me was make me distracted for the remainder of the event.

I'm not saying there aren't extreme situations which justify some distractions -- though there's no excuse for that whole "looking for a better conversation" thing. If we're honest with ourselves, though, 99.99% of the time, we are just trying to escape the now...

And missing out on creating the connections that lead to our success later.



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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