



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

Making Connections...
...with Confidence



What If They Don't Like Me?

Ever since we started kindergarten, this has been a worry for most of us. It probably plateaued around the time we started going to junior high/middle school dances and hasn't faded too much in the meantime. Everyone wants others to like them. We worry about how we look, what we do, what we say, all in hopes that anyone we meet will like us. It's a lot of pressure and I have a few (OK two) words of advice:

Lighten up.

If you want to be successful at networking, you cannot expect everyone to like you. Sometimes, two perfectly wonderful people simply aren't going to be compatible. Trying to force a relationship just makes us look desperate. If there's anything that will throw a monkey wrench into any potential connection it would be when one party appears desperate.

Many times when this happens to someone, it's because they've decided that the person they're speaking with would be a good client. Even if there's no chemistry, they keep trying to engage their quarry. One of the big reasons we should avoid the "sales mentality" is to prevent ourselves from falling into this trap. Focus first on whether you enjoy being with this other person not whether they need and can afford your services. Remember, they might not be a good client for you, but they might know your perfect client.



The Reluctant Networker's
52 Networking Tips

Making Connections...
...with Confidence



The next time you find yourself talking with someone at an event, ask yourself this question: Do I like chatting with them enough to want to spend another hour doing this? If the answer is "yes", then get out your schedules and plan a coffee. If the answer is "no", then politely end the conversation and move on. There are plenty of other opportunities for making connections. There's no reason to waste anyone's time on a relationship that's likely to go any further.



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