



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

Making Connections...  
...with Confidence



### **What we have to give**

The next time you wonder how you can help one of your networking sources, first, of course, ask them what they need. Then give them one thing more.

Encouragement.

**Or acknowledgment, or recognition, or hope. Let them know that you believe in them and their dream. 'Cause we all know just how hard it is to hold on to a dream, whether it's a happy, healthy family, a prosperous career, or a cabin in the woods. We all run into moments of darkness when we can momentarily lose sight of those inspirations.**

I experienced this not long ago with my good friend Eleni Kelakos. Eleni is an amazingly accomplished person -- actress, singer, speaker, and trainer. She teaches people how to be confident on stage and she's also the President of the Michigan Chapter of the National Speakers Association. She has experienced some truly amazing things in her life. Offer to buy her a cup of coffee sometime. You'll be glad you took the time to get to know her.

Eleni heard me speak at one of the Chamber's networking events. She got in touch with me and over hot drinks at the local coffee shop, she took the time to encourage me to pursue speaking as at least a part of my future career. She even gave me some great advice on what my next steps might be. When someone takes time out of their



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schedule to tell you that you did well (and, more than just that, they tell you what you did well), that can light the path for a long time when you are chasing your dream.

Yes, I know, as entrepreneurs, we have to be our own best cheerleaders. That's OK. Wouldn't it be nice though, to let the folks in your network know that they don't have to cheer alone?



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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