



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

Making Connections...
...with Confidence



Being a Disney Hero

I may have mentioned before on one or two occasions that I have young daughter. She loves pretty much all things Disney. As a result, I get to watch a lot of Disney movies -- repeatedly. After a certain amount of time, you begin to recognize some common themes.

One in particular worked its way into my consciousness the other day. If you think of all of the Disney protagonists (and I'm focusing primarily on the animated films), you can see that they all have these amazing adventures -- some even accomplishing legendary acts -- all the stuff of heroic fantasy. Now notice something else: They never do it alone.

Whether it's a firefly and a jazz-playing alligator, a trio of wise-cracking soldiers and a spirit dragon, or a coterie of woodland creatures and a family of diminutive gem miners, each protagonist has a group of characters surrounding him or her without whom most of the heroes would have been a tad less heroic.

Isn't it funny how art mimics life?

Think about your own life. Think of your greatest accomplishments. Oh, maybe instead of animate gargoyle statues, you had a teacher who put you in contact with your first job. Instead of a singing candlestick and preening clock, you had a networking contact who steered that huge contract your



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way. Instead of a troupe of circus performer insects, you had the daughter of a friend of a friend who found a program that helped your family pay for your child's medical treatments.

When we begin to recognize how much our success is dependent on the relationships we've cultivated, we begin to understand just how powerful the act of networking can be. So, pull out your sword and shield and prepare to face the dragon. Your network of woodland creatures is standing by to help.



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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