



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

Making Connections...
...with Confidence



7 Networking Ideas for When You're Feeling Lame

I'll admit it: Like many, there are days when I just don't feel like heading out the door to meet new people. I know what to do. I just don't feel like doing it. So, how can we get psyched up to network when all we really want to do is hide in our cave?

Here are a few ideas:

1. **Fake it.** Yes, sometimes all we can do is muscle through. The funny thing is, sometimes just showing up is enough to get us into the spirit.
2. **Examine our intent.** One of the things which leads to networking reluctance is putting too much pressure on ourselves to sell. Remember the goal of the event is starting relationships, not making the sale.
3. **Reset our goals.** While I do recommend having goals which challenge us as networkers, if we're tired or stressed, we might have to adjust our goals accordingly. Maybe instead of meeting two new people, we should only plan on meeting one.
4. **Set "fun" goals.** I did this at a recent networking event. Instead of setting my usual "meet new people" goal, I decided to simply show up, eat the food, and chat with some friends. It ended up being a wonderfully productive networking event and the food was delicious to boot!



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5. **Leave early.** Give yourself permission to leave as soon as you accomplish your goal. Skip the lunch. Skip the speaker. Even if you only chat with two people, you've still done your networking.

6. **Do something else.** Remember, it's not attending the event that's important, it's the people we meet and the relationships we build. Skip the event and instead call someone in your network just to see how they're doing.

7. **Skip it all.** Skipping an event now and again won't destroy our networking practice. Sit back and relax. Just commit to the next one.

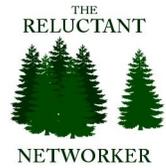
Most of these ideas basically come down to listening to yourself -- mind and body -- and adapting your activities to challenge you, but not discourage.

If you can do that, you'll end up happier and more successful in the long run.



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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>

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 for us again anytime!"



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~ 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