



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

Making Connections...
...with Confidence



The Lie of the Lone Wolf

The Rugged Individualist, the Solo Artist, the Lone Wolf -- they bring to mind images of romance and admiration. Self-made and not depending on anyone they are the success stories we follow and cheer. The news media and Hollywood love that character. We want to be them.

Well, guess what?

It's a lie and a trap.

No one achieves anything of significance entirely on their own. Oh, they can start movements, lead revolutions, and act as the focus for the efforts of others, but let me repeat, no one achieves anything of significance without the assistance of others.

Don't believe me? Look back at your own life. Think of all of your greatest achievements. Look back at those events you will cherish until your dying day and I challenge you to tell me even one that you accomplished without the advice, coaching, counsel, assistance, mentoring, instruction, connections, introductions, or financial backing of at least one other person. Heck, I'd be monumentally shocked if anything but the most trivial accomplishments of your life didn't have a helping hand along the way.

I chat and connect with a lot of other people. I've seen that there is almost a direct



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relationship between a person's level of success and the depth, breadth, and quality of the relationships they cultivate. Those who are truly alone? Well, they end up somewhere much further down the ladder of success.

In fact, many of them don't even make it to the first rung. The Lone Wolf starves.

So, maybe it's time for a new heroic archetype. The Great Connector, the Community Builder, the Pack Leader. Follow in their steps. Set their behavior as our standard and who knows what transformations we can make in our own lives and the lives of all those around us.



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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