



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

Making Connections...
...with Confidence



Don't miss your chance. Schedule It!

Let me know if this sounds at all familiar: You go to a networking event. You have a great time. You meet a number of interesting and potentially beneficial people. Maybe they're a perfect customer or even a possible friendly advisor. You promise to call or email in order to set up a meeting with them.

And you never see them again.

And the reason for that is that you never remembered to contact them, or you lost their card, or they never responded to you -- maybe your email ended up in their spam folder?

I suspect more than a few of have been in that situation. Do you wonder what opportunities you might have missed out on because of that broken connection?

How much better would it have been if, at the height of your conversation, when you are both feeling excited about continuing your potential relationship, you simply pulled out your calendars and scheduled a meeting for the future?

One the rules of effective networking is always to be ready with your networking tools. Missing out on extending your network is like throwing your money away.



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Fortunately, most people do carry their schedules with them these days. And as the use of smart phones and similar technologies continues to expand into our culture, access to scheduling tools only continues to improve.

So get a scheduling mechanism, whether it's your day planner, your PDA, smart phone, or the wall calendar your insurance agent sent you. Figure out how to use it, if necessary, and always carry it with you.

Don't let another golden opportunity disappear under the weight of missed phone calls and forgotten email messages.



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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