

5-Networking Tips for 2020

Step Outside Your Comfort Zone

THE MAGIC HAPPENS THERE

You may have been ok with flying under the radar and getting by, but, in 2020, it's time to take a deep breath and step out. This may be paralyzing at first which is understandable, however, practice makes perfect. You'll love yourself for it in the end!

Be Authentic

JUST LET YOUR SOUL GLOW!

Never underestimate the value of being yourself! You only get one time to make a great first impression. Ditch the sales pitch and use this time to truly connect. Share your passions and significant experience relevant to the conversation.

Ask The Right Questions

KNOWING WHAT TO SAY IS CRUCIAL

It's tempting to want to tell your entire life story when meeting someone new but save that for a dating app! When networking, ask relevant open-ended questions to start actual conversation vs. mundane small talk and make stronger connections.

Don't Hijack The Convo

COMMUNICATION IS A TWO-WAY STREET

Conversations are meant to be an exchange of thoughts and experiences. One of the best things to do during a conversation is listen! You can learn so much more when you do this and win tons of cool points in the process.

Follow Up Is Key

DON'T GET LOST IN THE DUST

Now that you've stepped outside your comfort zone, was authentic, asked the right questions, shined bright like a diamond, and didn't dominate the conversation, it's time to lock in this new connection. Follow up within 24hrs, share your intent and reiterate how this new relationship can be mutually beneficial.