

Networking Event Tips for Introverts



Visualize

Envision yourself calmly walking through the venue. Either stop by or look up pictures of the space online to help you become familiar with the layout.



Don't try to get clients; give them.

Instead of focusing on getting clients, try to connect other people with their clients. The simple change in mindset can help you feel more relaxed and natural in your conversations.



Set personal expectations.

Rather than trying to attend a 3 hour event and meet all the people, set a more reasonable expectation for yourself. Try staying for an hour and talking to two new people.



Bring a Prop

Keeping something in your hands, like a notebook or beverage, can help transfer your nervous energy. Keep it small enough that you can still shake hands but aren't tempted to pull out your phone.



Avoid yes or no questions

The point of a conversation is to set up the other person with something to toss back at you. Avoid yes or no questions. Instead, try questions like, "What brings you here today?" or "Who are you looking to network with today?"



Prepare for the big 3.

1. Prepare to tell others about yourself and your business.
2. Prepare a list of questions or topics to ask others.
3. Prepare an end of conversation statement. such as, "It was nice to meet you. I will let you know if I meet anyone that I think you should be introduced to."



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