

Networking is simpler than you think!



Networking is mainly about staying in touch with people you already know somehow...



...and also being open to new connections



How do I even start Networking?



Be genuine, look to share & help others.
Networking needs to be a win-win, not transactional

Think about what you want to achieve.
It could be an internal or external work move,
or simply strengthening your current connections



But what if people don't respond?



Be ok with rejection - assume positive intent. If people don't respond it's likely they are busy

People are much more open to networking than you might think - we all crave human connections



What else?



Keep at it, networking benefits compound over time



Build your network before you need it - too many finance people only focus on networking when job hunting



Any more tips, Howard?



Open questions make for a much better conversation. These are questions that cannot be answered yes/no or with one word.

Put some time aside for networking every day. You'll be glad you did!



When you are ready, here's my Networking course



<https://howardt.gumroad.com/l/confident>

