

# The Power of Showing Up

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**Building Authentic  
Connections Through  
*Attachment-informed Networking***





What is something you are **grateful** for?



What is something you are **excited** about?



What is one thing you find **challenging** when it comes to networking or attending social events?

A large, stylized graphic of two hands shaking in a firm grip, rendered in a dark blue color. The hands are positioned behind the main text, with the fingers and palm details visible. The background is a solid dark blue with some faint, lighter blue geometric shapes and circles.

We are all in the  
**relationship** business.









L.

**LEARN** about yourself and others through the lens of attachment science

I.

N.

K.

# The Power of Showing Up Networking Framework

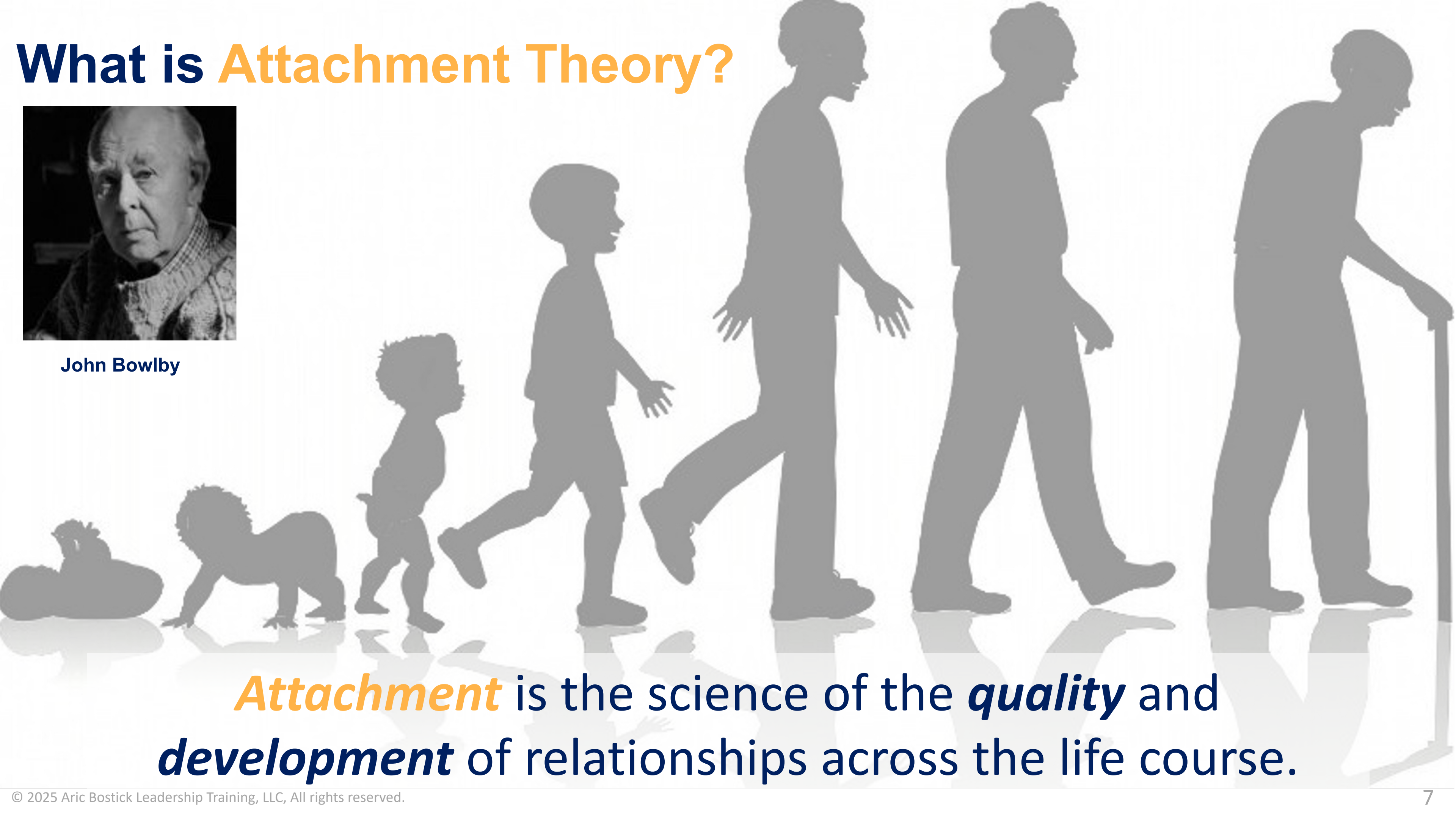
# Know Thyself.



# What is Attachment Theory?



John Bowlby



***Attachment*** is the science of the ***quality*** and ***development*** of relationships across the life course.



# Attachment 101

All mammals, and some birds, have an **Attachment System**

When we feel  
anxious, in danger,  
or in need.

Our Attachment  
System is *deactivated*

Our Caregiver offers  
care and comfort

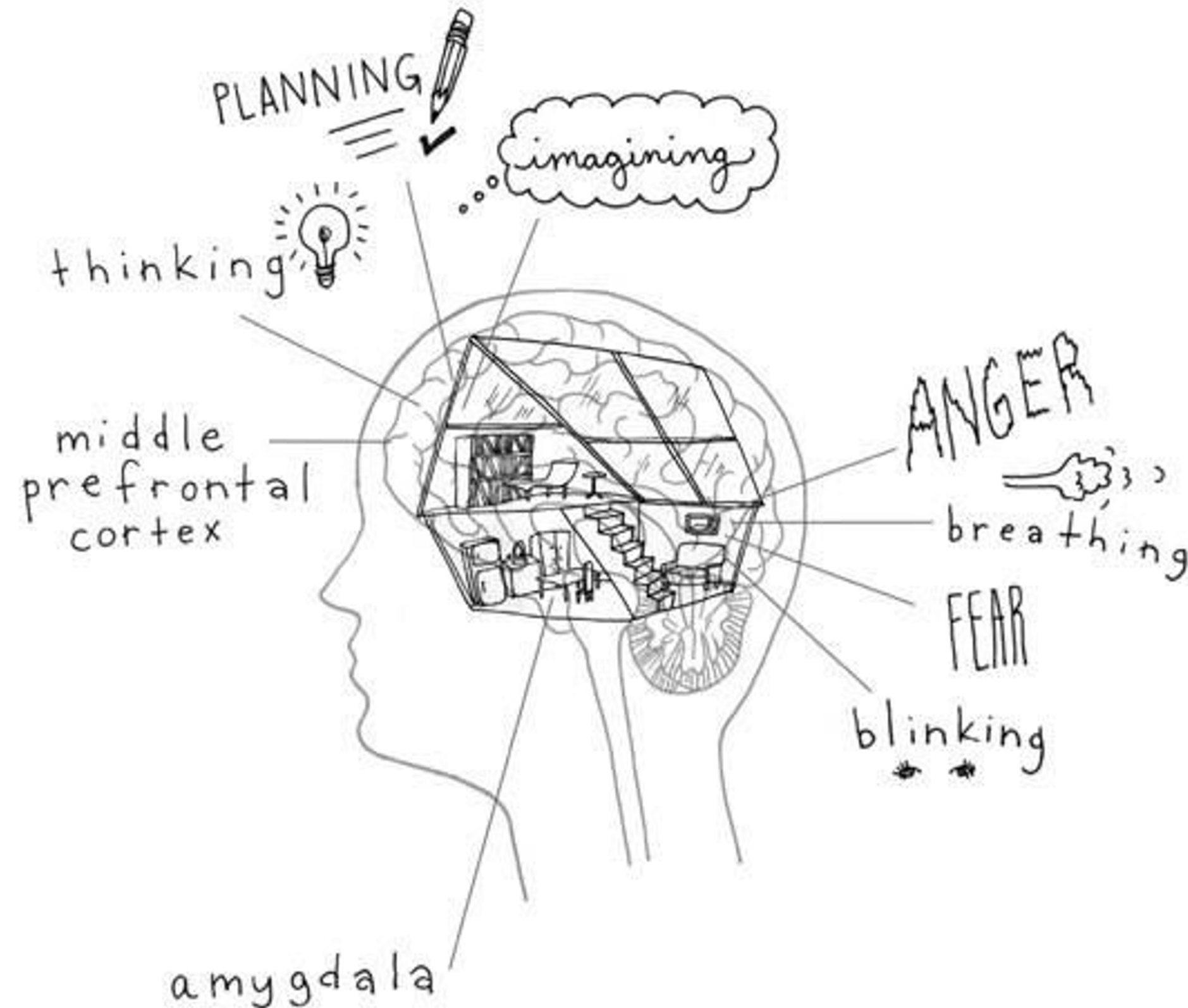
We seek proximity and  
support from our caregiver

Our Attachment  
System is  
*activated*






# The **Brain** is like a house with a *Downstairs* and an *Upstairs*



Source: Dr. Dan Siegel



A photograph of a woman with long dark hair hugging a young child with curly hair. The woman is smiling and has her eyes closed, and the child is also smiling with their eyes closed. They are both wearing light-colored shirts. The background is plain white.

The **sensitivity** and **responsiveness** of the significant other will determine whether the attachment is *secure* or *insecure*.



# Attachment Styles

## The Strange Situation

During the 1970s, psychologist Mary Ainsworth (student of John Bowlby) further expanded upon Bowlby's groundbreaking work in her now-famous "**Strange Situation**" study.

Based on these observations, Ainsworth concluded that there were **attachment styles**.



# 4 Attachment Styles

Attachment scientists have identified 4 Attachment Styles based on how caregivers respond to their children's attachment needs.

**SECURE**

**Anxious**  
(Insecure)

**Avoidant**  
(Insecure)

**Disorganized**  
(Insecure)



# Internal Working Model

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Based on how our childhood caregivers showed up for us, we create an **internal working model**.

It is the lens through which we see ourselves, others, and the world.

*Attachment across the Lifecourse, David Howe, 2011*



# Attachment Styles in Adults

## SECURE

### Childhood Experience:

Received plenty of love and support and consistent responsive care

### Consequences as Adults:

- Connect with others with more ease
- Resolve conflict without much drama
- Able to self-regulate and co-regulate

## Anxious (insecure)

### Childhood Experience:

Inconsistent and unpredictable caregiving

### Consequences as Adults:

- Lots of anxiety about getting their needs met
- Struggle with fear of abandonment
- Excessive need for reassurance

## Avoidant (insecure)

### Childhood Experience:

Caregivers were often dismissive or emotionally unavailable

### Consequences as Adults:

- Prioritize independence and may resist closeness
- Distrusting of people
- Dismiss/minimize own thoughts and feelings

## Disorganized (insecure)

### Childhood Experience:

Inconsistent, traumatic, or frightening caregiving

### Consequences as Adults:

- Crave connection but fears it—leading to unpredictable behavior
- Hypervigilant

# 4 Attachment Styles

**SECURE**

**Anxious**

(Insecure)

**Avoidant**

(Insecure)


**Disorganized**

(Insecure)

**Research shows that approximately  
60% of the normal population present SECURE,  
and 40% present INSECURE.**

*Attachment across the Lifecourse, David Howe, 2011  
Power of Showing Up, Siegel and Payne-Bryson, 2020  
The Power of Attachment, Diane Poole-Heller, 2019*





Each individual is going  
through their own  
**invisible version of  
attachment struggle.**

Source: Yip et al (2018)



# REFLECTION:

**How does this information about attachment science help you better understand yourself, and those you may meet and interact with at a networking or social event?**





Attachment Style	Networking Behaviors	Strengths	Challenges
<b>Secure</b>	Confident, open, builds rapport easily, follows up naturally	Natural trust, strong connections	May overlook others' anxiety or struggles
<b>Anxious</b>	Seeks reassurance, overanalyzes, may over-engage	Highly engaged, attentive	Risk of appearing needy or desperate, anxiety
<b>Avoidant</b>	Avoids deep connections, keeps interactions superficial	Independent, efficient	May seem distant, misses opportunities, struggles to follow-up
<b>Disorganized (Anxious/Avoidant)</b>	Inconsistent—eager then withdraws, struggles with trust	Perceptive, deep potential	Unpredictable, risks confusing others, impulsive, lacks follow through

**\*Identify your style to overcome barriers and leverage your strengths for authentic networking.**



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**INTERACT** with intention using  
secure attachment practices

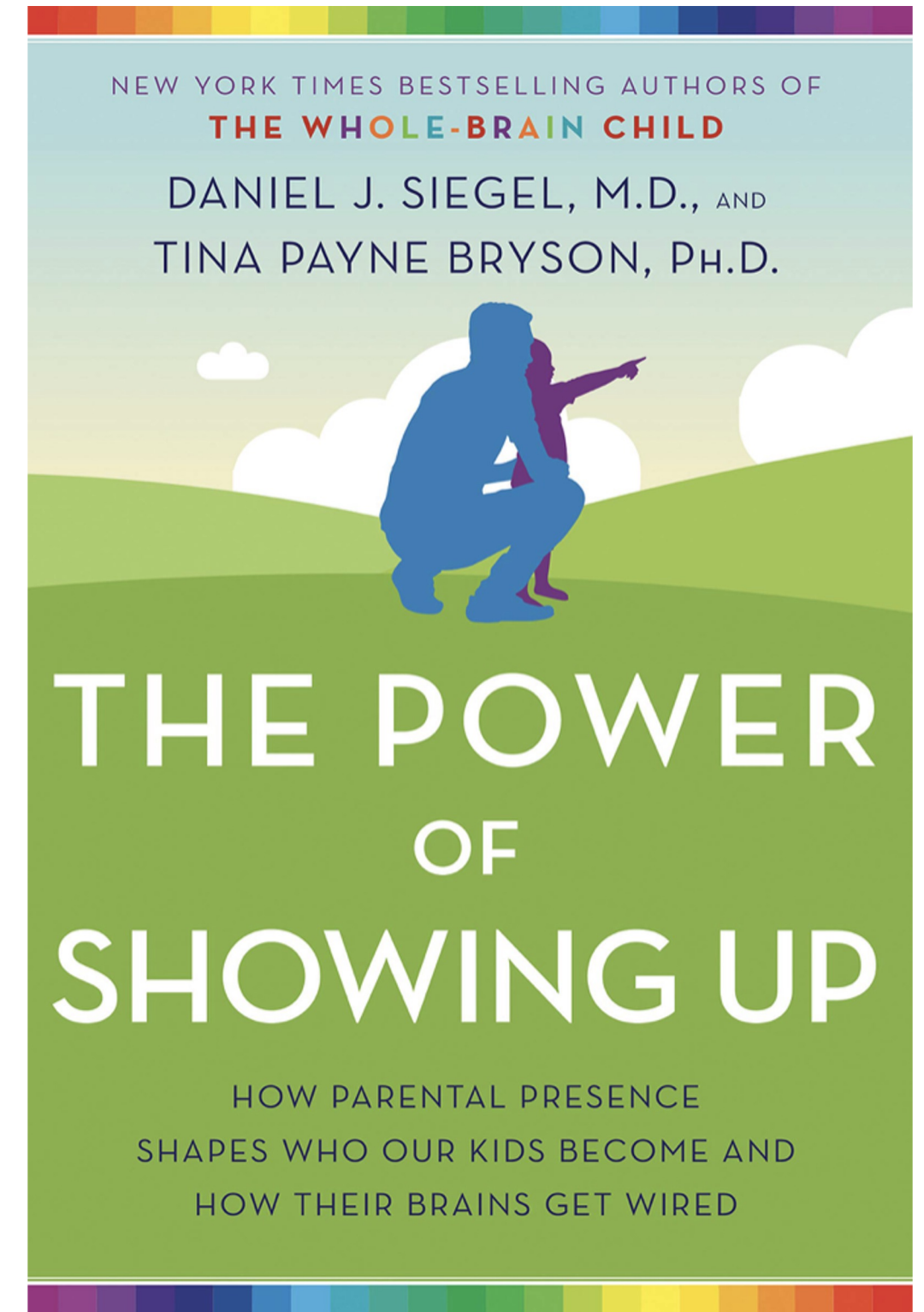
# The Power of Showing Up Networking Framework



# How children become SECURE

## The 4 S's:

- 1) SAFE
- 2) SEEN
- 3) SUPPORTED
- 4) SECURE





**Adults become *secure*  
the same way.**

# MASTER THE DO'S AND DONT'S OF NETWORKING



# DO'S



# A LOT OF IT IS JUST COMMON SENSE

Heidi Rosen, Subject of Harvard Business Case Study

# Secure Attachment Practices



## Be Approachable

Notify your face, voice, body



## Delight in Other's Presence

Make Me Feel Important (MMFI)



## Show Genuine Interest

Learn my Name and Story



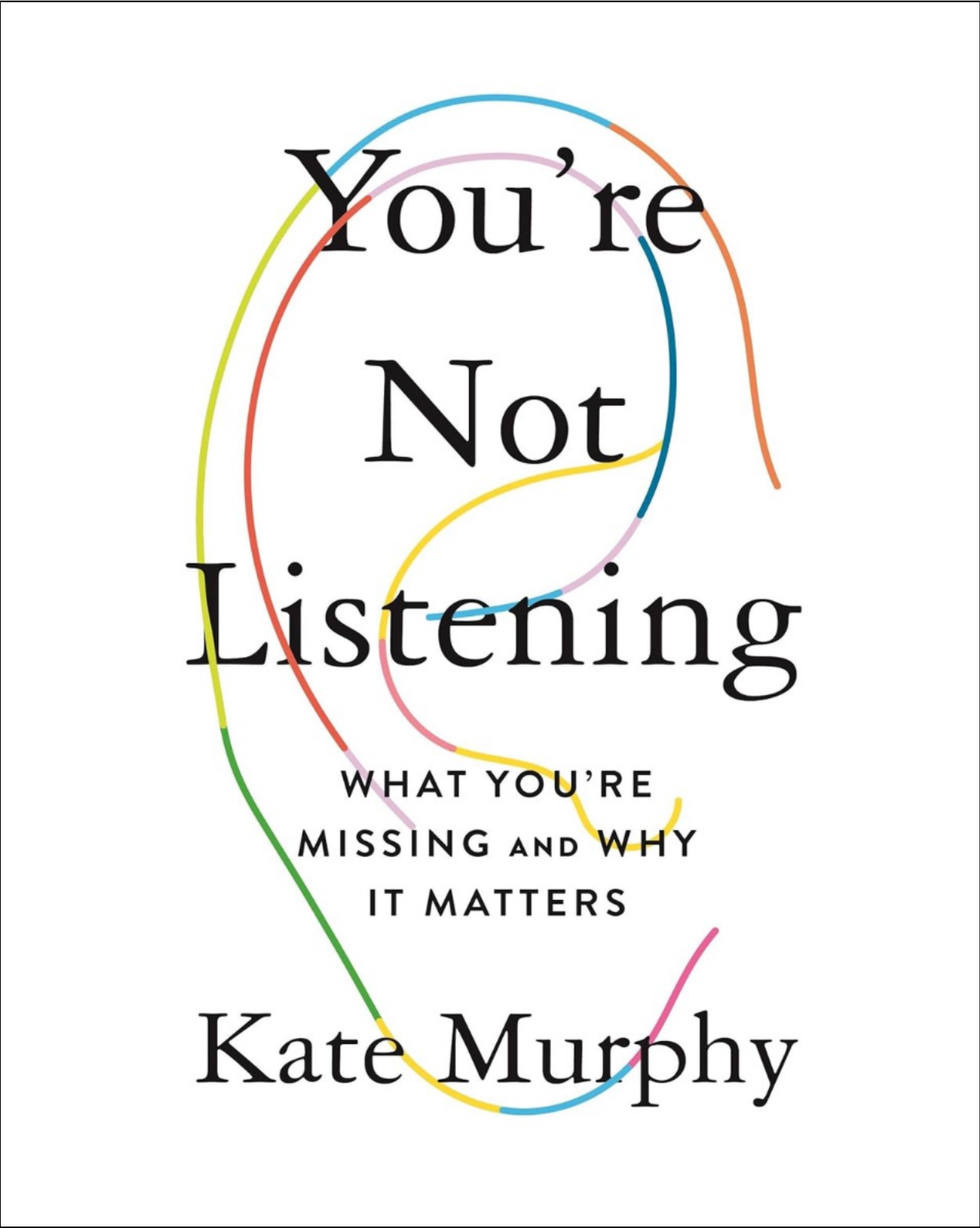
## Practice Presence and Attunement

Be where your feet are



# PRACTICE LISTENING

## Why Listening Can be Hard



Attachment Style	Listening Challenge	Simple Fix
Secure	Distracted by own thoughts or assumptions	Stay curious, be fully present
Anxious	Worried about rejection, overanalyzes, interrupts	Focus on others, practice calm pauses
Avoidant	Shuts down or tunes out during deep talks	Open up gradually, stay engaged
Disorganized (Anxious-Avoidant)	Inconsistent—eager then withdraws, loses focus	Build routines, balance attention





# DONT'S

(try not to)

- offer unsolicited advice, views, or opinions
- take anything personal
- worry about making mistakes – we all make them





Let's Practice



# BE INTENTIONAL

# Create a **SHOW UP** Plan

How am I going to SHOW UP?

1. Smile 😊
2. Let others share without interruption, and ask follow-up questions
3. Turn my phone off and remove my headphones





# Let's Practice **Connecting**



# HELLO MY NAME IS

*“Remember that a person’s name is to that person, the sweetest and most important sound in any language.”*

– Dale Carnegie –





# Networking Connection Questions

Tell me about the work that you do.

What brought you to your industry—what's your story?

What's your most exciting project lately?

What would you like to do more of or less of in your work?

What kind of support are you looking for with your work?

What's your ultimate goal or mission?

How do you prefer to stay in touch?



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**NURTURE** relationships with follow-up that builds trust and connection

# The Power of Showing Up Networking Framework

# FOLLOW-UP PLAN

Strategy	Action
Develop a System	Within 48 hours, send a short, personal note— ‘Loved hearing about your project, John!’  Use a spreadsheet or app to track who’s who.
Thoughtful Responses	Thanks. vs. Thank you, Joe!
Personalize Follow-Ups	Tailor messages to shared interests or needs. Include gratitude for something they may have shared with you.
Use Mixed Channels	Email, LinkedIn, calls, or notes.
Schedule Regular Touchpoints	Check in quarterly without pressure.
Offer Value	Share resources or introductions.
Be Patient	Respect their pace, follow up gently.





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# The Power of Showing Up Networking Framework

**KEEP** showing up, even when  
you don't feel like it



CALL TO ACTION:

SCHEDULE  
OPPORTUNITIES TO  
PRACTICE SHOWING UP



Schedule





# The Power of Showing Up Networking Framework

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**LEARN** about yourself and others through the lens of attachment science

**I.**

**INTERACT** with intention using secure attachment practices


**N.**

**NURTURE** relationships with follow-up that builds trust and connection

**K.**

**KEEP** showing up, even when you don't feel like it





Networking's not about who you know –  
it's how you *connect*.

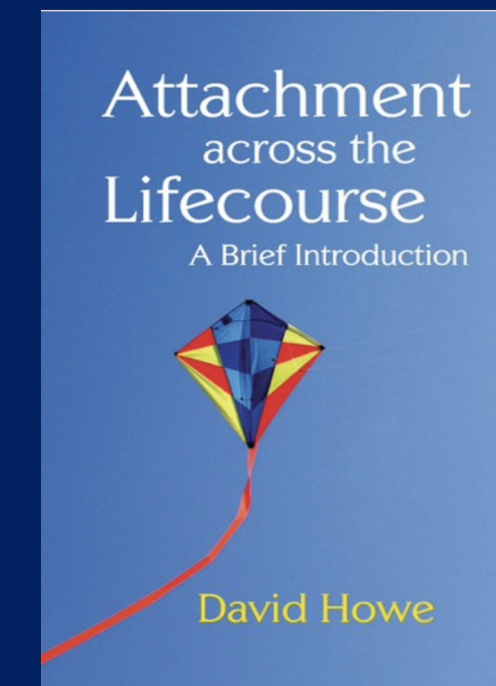
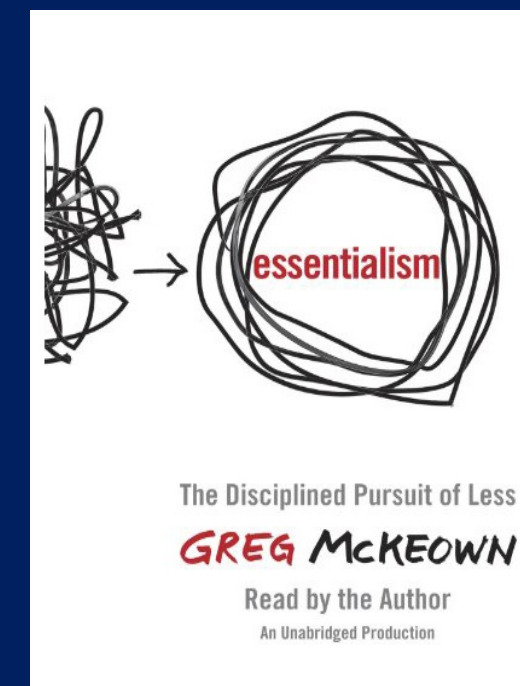
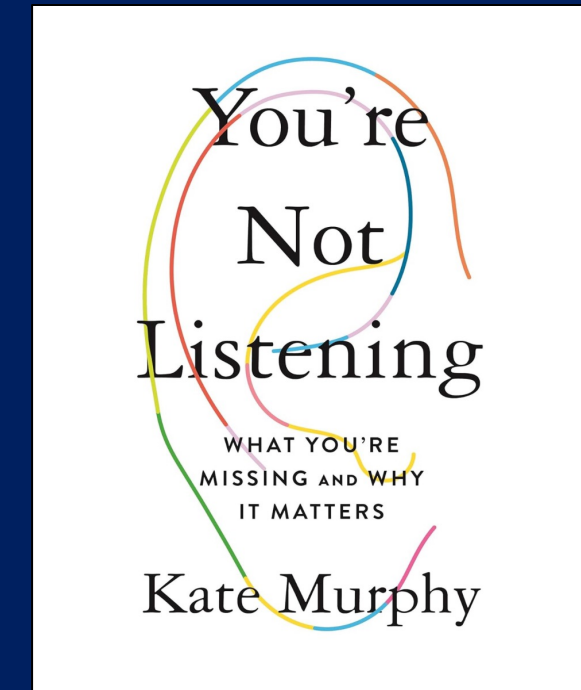
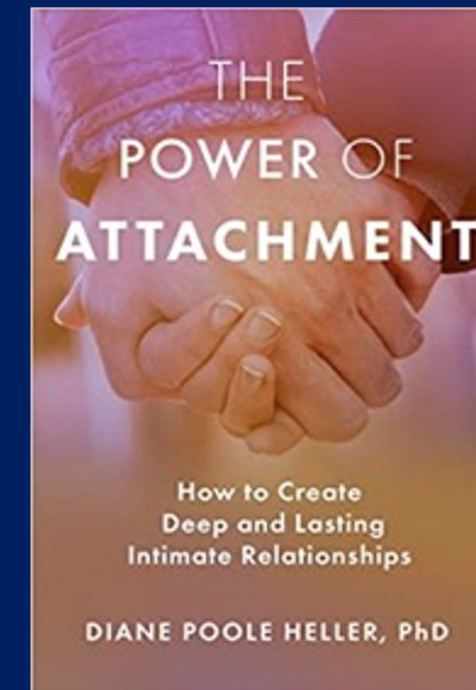
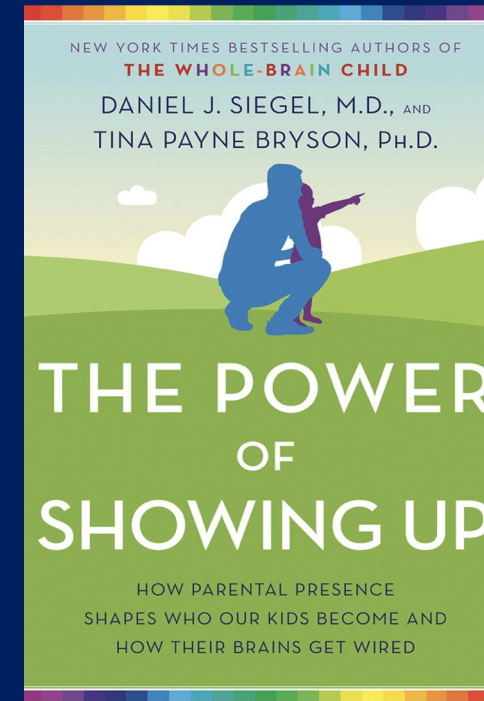
So, let's L.I.N.K. up and keep  
*showing up* together.



Complete evaluation and join  
our Learning Community and  
get Presentation Resources  
by scanning the QR code



## PRESENTATION RESOURCES



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