



Networking Tips for Introverts

Networking events, meeting new people, and creating connections is exhausting work no matter if you are an extrovert or introvert. For those who prefer quieter interactions, who like to examine thoughts and interactions in a quiet place, networking can be over stimulating. Many introverts allow their nerves to consume them and as a result their nervous energy is often misunderstood.

Here are some tips to help introverts network effectively.

1. Arrive a few minutes early to allow yourself time to become familiar with the room. Look around and find the best place to position yourself to meet people.
2. Remember it is about quality connections not the quantity. Focus on learning who is going to be present and creating a list of people you would like to meet.
3. As people enter, study them and the groups they flock to. Much can be learned through simple observation.
4. Have a set of questions and topics prepared for the evening.
5. As the event progresses, position yourself by the food or drinks, these areas are always busy and can allow you to make easy conversation about the food to break the ice.
6. Relax. Relax your face and body. Wear an outfit you feel comfortable and confident in. Make sure your hands are free, and smile. No one will approach a person who is stiff.
7. Set a goal for yourself. Once you meet your goal, give the room one more walk-around, do this slowly, and give yourself permission to leave.
8. Make sure you follow up with all your connections the next day. A few key connections can result in the connections you need.