

NETWORKING/SPEED-DATING:HOW TO GROW YOUR CIRCLE

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WHY?

**NETWORKING IS ABOUT
GROWTH**

STOP

COLLABORATE

& LISTEN



KXSF.COM



"If you're the
smartest person
in the room,
you need to
find another
room."

Mike & Geoff Howe
Howe & Howe Technologies

**THE MINUTE YOU
SETTLE FOR LESS
THAN YOU DESERVE,
YOU GET EVEN LESS
THAN YOU SETTLED
FOR.**

BARRIERS

HOW?

NET WORK

There is no passion
to be found in
settling for a life
that is less than
the one you are
capable of living.

- Nelson Mandela

**INSPIRATION
exists**



**but it has to
find you working**

~ Pablo Picasso

The harder you
work, the luckier
you get.

- Mcalexander

**IT'S ABOUT BUILDING
RELATIONSHIPS**

CARE AND HELP

BE GENUINE

**PROVIDE VALUE BEFORE YOU
TAKE VALUE**

INTROVERTS

**KEY STATEMENTS
(PICK UP LINES FOR NETWORKERS)**

**I REALLY ENJOYED YOUR _____.
WOULD YOU HAVE TIME TO GIVE
ME SOME ADVICE?**

**I AM THINKING ABOUT _____ AND
WANT TO KNOW HOW YOU
ACCOMPLISHED _____**

**DON'T MAKE SMALL TALK. ASK
QUESTIONS INSTEAD.**

**"YOU MUST BE TIRED, CAUSE
YOU BEEN RUNNING AROUND
IN MY DREAMS"**

NETWORKEES



PLEASE

TAKE


A

COMPLIMENT

EXPERTS

NOW WHAT?

NOURISH YOUR RELATIONSHIPS

A photograph of a dirt road leading to a stop sign at sunset. The road is in the foreground, leading towards a red octagonal stop sign on the left side of the road. The sky is a warm, golden yellow, and there are green fields and a fence on either side of the road. The overall mood is peaceful and nostalgic.

A road to a friend's house
is never long...

SHARE SOMETHING

SPEAK WELL OF OTHERS

CONNECT SOMETHING



HINDSIGHT

Those really were the droids you were looking for.

I DON'T HAVE A NETWORK

IT'S YOUR FAULT

I hate to be the bearer of bad news here, but it's all your fault. Here's why:

1. People in your network are all from your current or past jobs.
2. You didn't actively try to meet new people.
3. You helped zero people within your network. No one owes you any favors.
4. Remember the email that's sitting in your email that you forgot about? Trust me, they didn't forget.
5. No one knows who you really are besides your previous titles.

**BE SO GOOD
THEY CAN'T
IGNORE YOU**

~STEVE MARTIN



SMARTYPANTS