

Networking

The Hello BEFORE the Hello

NETWORKING STYLES

Which Type Are You?



THE PRO
Focused and intentional, they connect with people aligned with their goals.

THE PATHFINDER
Navigates the networking landscape, tests strategies and refines their approach to build meaningful connections.

SOCIAL BUTTERFLY
Outgoing and enthusiastic, they thrive on meeting new people.

THE HOMER
Sticks to familiar faces, avoiding new connections.

THE LONER
Waits to be approached, often missing opportunities to engage.

THE LURKER
Hesitant and unsure, they linger on the sidelines waiting for an opening.

THE PROCRASTINATOR
Waits until the last minute to engage, often rushing interactions.

THE HOG
Dominates conversations, leaving little room for others.

THE TORPEDO
Interrupts conversations without regard for flow or etiquette.

Your Navigation Road Map to Pro Networking

Understanding the Barriers



Many face significant barriers to effective networking. Based on a recent networking survey conducted by ACHE of South Florida, the most common obstacles include:

FEELING UNPREPARED

Feeling awkward or unsure of how to start conversations.

FEAR OF JUDGMENT

Worrying about being judged or rejected is a common concern.

BREAKING THE ICE

Not knowing how to initiate conversations is a major hurdle.

FOLLOW-UPS

Difficulty maintaining connections after initial meetings.

BUSY SCHEDULES

Finding time to attend events can be challenging.



The Pathway to Success

PREPARATION



- Research Attendees
- Set Specific Goals
- Practice Conversations
- Leverage Networking Tools
- Know Your Style



FRAMEWORK



BE BOLD

Approach someone and introduce yourself confidently.



BE BRIEF

Share brief information about yourself and ask engaging questions.



BE GONE

Wrap up conversation by exchanging contact details for future follow-up.

FOLLOW-UP



Send a Thank-You Note

Express gratitude for the conversation.



Connect on LinkedIn

Include a personalized note referencing your conversation.



Schedule a Follow-Up

Arrange a brief meeting or call to continue the dialogue.



Share Resources

Send relevant articles or information to maintain the connection.