

Networking Styles

Style 1: Executer

You know how to make things happen. When you get an idea, you do what it takes to make it a reality...period.

Networking Tips:

- ▶ Launch initiatives or new projects.
- ▶ Organize an event (conference, party, fundraiser).
- ▶ Keep track of all the people you help or network with, and see how you can further help them.
- ▶ Set networking goals and surpass them.

Style 2: Influencer

You are able to make your ideas heard and reach a broader group of people.

Networking Tips

- ▶ Earn trust and loyalty from networking contacts before getting results.
- ▶ Identify influential people in your industry of interest, share ideas with them and get their opinions.
- ▶ Get help from "Relationship-Builders" on how to create and expand your network.
- ▶ Take charge and create a group; you are able to get past obstacles.

Style 3: Relationship Builder

You can be the glue that holds a team together. You have the capability to create effective groups, due to your ability to develop relationships and make collaborations.

Networking Tips

- ▶ Seek variety in your networking methods.
- ▶ Look to others for help in establishing long term goals for your networking, so you can focus on establishing relationships.
- ▶ Bring networking contacts together.
- ▶ Be in charge of welcoming newcomers into a group.

Style 4: Strategic Thinker

You are a visionary that can provide the scoop on what could be, and are always thinking about the future. You can provide the inspiration to produce better and newer things and even people.

Networking Tips

- ▶ Analyze and comment on other people's ideas and work.
- ▶ Express your thoughts through writing, one on one conversations, group discussions or presentations.
- ▶ Connect with visionaries in your field.
- ▶ Supply the data to back up others' ideas, and bring structure to them.

Networking Action Plan

Rapport	Trust	Consistency	Results