

Networking for Introverts

Create and have your I help statement ready

If it's not quite polished, have a couple ready to use as conversation starters to gather feedback. Market research at its finest, multitasking at its best.

Focus on the One-on-one

As an introvert, focus on making one-on-one connections during networking events this is where we thrive. Come prepared with at least two questions to ask each person.

Prepare one to two deep-divide questions

that double as icebreakers. The more intriguing, the better. Remember, the goal is to stand out and be memorable. Asking engaging questions helps create interesting relationships. For example, "What are you passionate about outside of work?" or "How do you feel about skinny dipping?" Get creative and think of something unique, fun and interesting.

Be willing to ask for help, but keep it reasonable

For instance, you could say, "I'm new to town and trying to build my practice. Do you have any advice?" or "Could you help me refine my elevator pitch? What are your thoughts on it?" You might also ask, "I'm looking to help people with [fill in the blank with your elevator pitch]. Do you know where I could find people like this?"

Remember to ask follow-up questions and practice active listening

Demonstrate that you're truly engaged by paraphrasing what you've heard. This helps others feel heard and makes you more memorable. Networking might not be everyone's favorite activity, but it's crucial for building relationships that could lead to referrals, friendships, or collaborations.

Inquire about their current business challenges

Help to brainstorm solutions. If you know someone who can assist, make the connection.

Share one of your own current challenges or learning experiences and ask for advice. This fosters a reciprocal exchange of support and builds rapport.

Remember to check in and take breaks

As an introvert this can be taxing work. Take time outs and go to the washroom, get a drink, and step outside. Set up self care for after the event and remind your self of these carrots as you pace yourself.

Set a Goal for the Event

Such as talking to three people. Once you achieve your goal, give yourself permission to leave. Acknowledge your accomplishment and pat yourself on the back for stepping out of your comfort zone.