



Beyond Small Talk:

Networking for Results

Networking is about connecting and reciprocity.

Offers: Sharing our interests, skills and experiences helps others learn about who we are and what value we can offer.

Needs: Asking for what we need gives others an opportunity to help us find resources and people that can help us.

Write down a few **Offers and Needs**. Use these as “talking points” as you have conversations and build new, meaningful connections. Note the difference between these new conversations and ones solely focused on small talk.

Offers

1. _____

2. _____

3. _____

4. _____

Needs

1. _____

2. _____

3. _____

4. _____

Networking: A Play in Three Acts

ACT 1
The Opening

What brings you here today?

What do you like best about your role?

What is your biggest challenge at work?

What has been keeping you busy?

How did you get into your field?

Where do you like to go on vacation?

Do you have any tv shows/books/podcasts to recommend?

ACT 2
The Dialogue

SAY THEIR NAME

PARAPHRASE **PAUSE**

PROVIDE HELP

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ACT 3
The Close

END CONVERSATION GRACEFULLY

Compliment / Need / Compliment

"I really enjoyed meeting you."
"I need to grab some water."
"I will definitely check out your website."

Introduce them to the person next to you
"Have you met Rita?"

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