

## MC3 Networking Tips

### 5 Networking Game Rules

1. Be Useful
2. Don't be Boring
3. Listen
4. Ask Questions
5. Don't Make Assumptions

4/12

#### Rule Number Five:

##### Don't Make Assumptions

Some networkers pay a lot of attention to what their own assumptions are and they always try to see deeper into them.

Sometimes the most useful thing you can do is open their peripheral vision and allow more options to make yourself known.

Your wild guess about an idea, an image, a person, or a situation may have this effect.

For example, a chronic case of narrow networking occurs when someone is job-hunting. Often a job hunt is a desperate matter with difficult deadlines to meet. So, you don't go to a party where you might just meet someone who knows about an opening. Or you don't take your kids to the zoo, where you meet the executive picnicking with their family (who you would never gotten in to see). Don't assume the unexpected can't happen; otherwise, it never will.

#### Communication Skills - Geri Condon 3/22

1. "I" before "You"
2. Active Listening
3. Put Yourself in Other's Shoes
4. Repeat After Me
5. Agree to Disagree

#### 3/22 -Rule Number Four:

##### Ask Questions

There is nothing more valuable than finding out what's true, therefore, it can be an extremely friendly act to ask good questions.

Think of a good question as a way to test your own assumptions about the world, particularly if you disagree with the person you are talking with.

For example, if you want to make the maximum use of disagreement without being limited by it, ask a question. Assume that the person has some information you need, ask them for that information. Ask them where they found the information, how they came to that point of view, why they stick with it.

#### ICEBREAKER Questions FOR NETWORKING

1. What got you into your business?
2. What gave you the idea for your business?
3. What brought you here? (to this event)
4. What is the most challenging part of your job?
5. What would you be doing if you weren't doing what you are doing now?

#### 2/22 Rule Number Three:

##### Listen

To be useful to someone is to listen and to know them well. But receptive and imaginative listening is not an art taught in our culture. Many of our institutions tend to foster an us-them mentality. Networking reveals that the situation is never so simple. The assumption we sometimes make is the person who comes to us for information knows more about their condition than we do. So we must listen very carefully, without prejudice, to what they have to say.

We have learned that listening creates change in ourselves and in others. We listen because we want to learn something new, because we want to stretch our own boundaries, because we want to grow. We listen because we don't want to stop the flow of information in our direction.

Listening is part of the process of invention.

2/8 Rule Number Two:

Don't be Boring

One way to avoid this kind of mistake is to encourage your connections to think about how they can be useful to each other. Suggest that they might offer something in return for whatever they receive in the exchange.

Most people are quite interested in useful trades of time, goods or information. The point is not to send people out into your personal information pool to leech off your friends and associates. Very boring. Bottom line - it's important to qualify your referrals.

1/25 Rule One Networking Game Rule

Be Useful

You have a great deal to offer your fellow networkers: ideas, phone numbers, benign gossip, a critical anecdote, a book title, a location, a number. The trick is to be useful. Good networking is good guessing; it is an art, not a science. However, you can be more useful if you keep track of at least some of the information you have by writing it down. One of the best ways to be useful to yourself and to others is to let them be useful to you.

1/11 Talk Tools to Help You Converse and Connect

Replace standard openers with questions that cut to the core of what people care about. No more, "What do you do?" Instead try, "What's something coming up you're excited about?" or "What do you do when you're not working?"