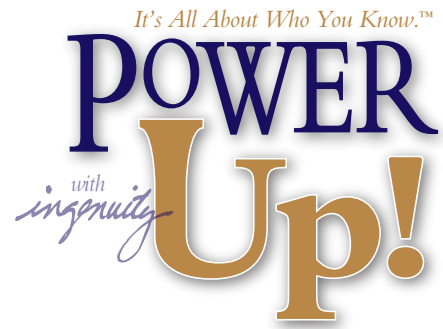


## How to Network Effectively



Possess the ability to make others feel comfortable.

Appear to be confident and at ease.

Have an ability to laugh at yourself.

Show interest in others; then maintain eye contact, self-disclose, ask questions and actively listen.

Extend yourself to others; then lean into a greeting with a firm handshake and smile.

Convey a sense of energy and enthusiasm.

Be well-rounded, well-informed, well-intentioned and well-mannered.

Prepare vignettes or stories of actual occurrences that are interesting, humorous and appropriate.

Introduce people to each other with an enthusiasm that motivates conversation between them.

Convey respect and genuinely like people.