

# Networking Gear

To be an effective networker, you need to be able to use a few helpful “gear” or skills. This activity will focus on learning or practicing how to do four things.

## 1. Move from Critic to Coach.

When your mental “critic” says something critical or discouraging, transform that negative message into something that will encourage you to move forward.

But my “critic” says . . .

But my coach says . . .

## 2. Identify your agenda.

Start with the words “I need or want. . .,” and fill in the blanks. Be specific.

. . . to find

. . . to connect with

. . . to lead

. . . to create

. . . to learn

. . . to understand

Such as, “I’m new in town and need . . .”

Such as, “I’m hoping to find someone who . . .”

Such as, “Do you know someone here who . . . ?”

## 3. Identify what you can give.

Start by completing this sentence stem: “I can give . . .”

. . . accomplishment

. . . resources

. . . leads

. . . skill

. . . enthusiasm

## 4. Have a tag line ready.

Create a brief slogan that can be used when you introduce yourself to someone. It will help the other person put you in context, and it will help them remember who you are and what you do professionally.