

# Conference season = Your career do-over

9 networking  
strategies that  
actually work  
for introverts

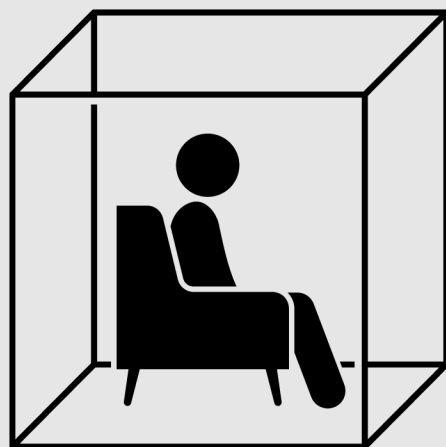


# I've already wasted two do-overs

1) College 2) Business school

I didn't know **how to be an introvert  
in places designed for extroverts.**

The isolation cost me decades  
of career connections.



**Here's what I've  
learned  
the hard way...**



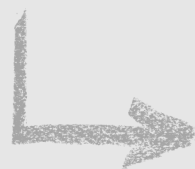
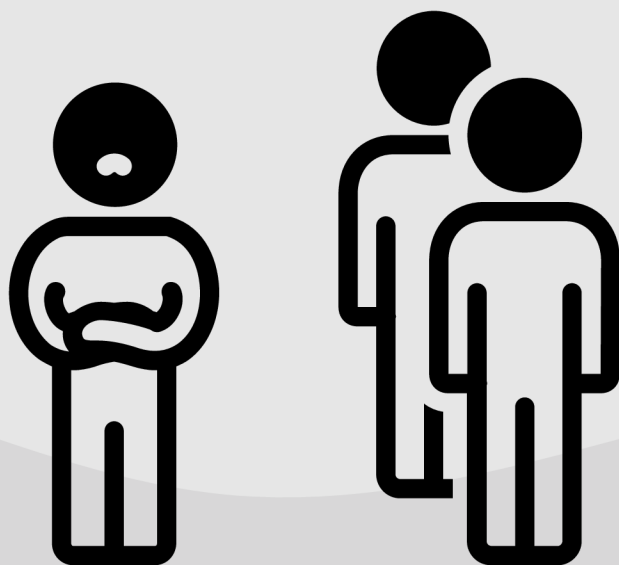
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# Find the other introverts

Find the other person standing alone.

They'll be relieved...

...and may just turn into your new  
conference wingwoman.





## Confidence isn't required

Don't wait to feel "ready" to reach out.

Try: "I'm new to this space.  
Mind if I ask you a question?"

Awkward beats absent.



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## Ask about their problems

Introverts are natural listeners.

Ask: "What's keeping you up at night this quarter?"

This is your superpower.

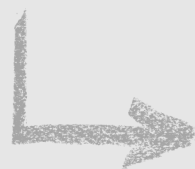


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# Skip the elevator pitch completely

Much better:

"I'm trying to figure out vendor management. Ever deal with that nightmare?"

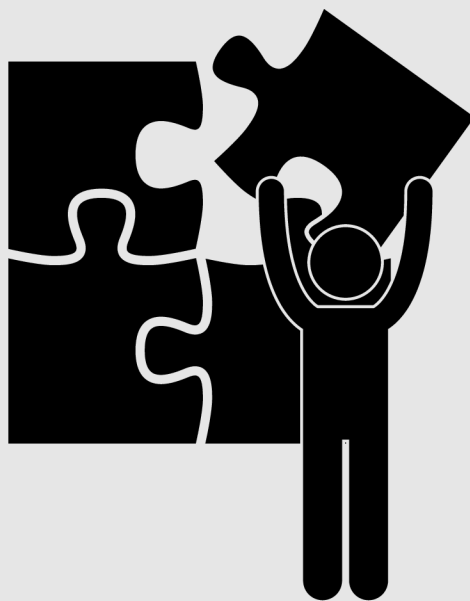


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## Make their job easier

Don't ask someone to be your sponsor.  
Cultivate them by solving problems.

They'll advocate for the person  
who makes their life better.





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# Connect when you don't need anything

Remove transactional pressure.

Make one connection monthly.

Keep a running list  
and stay in touch.





# Show up during the difficult times

Few check in during disasters.

"Saw the news about the layoffs.  
How are you doing?"

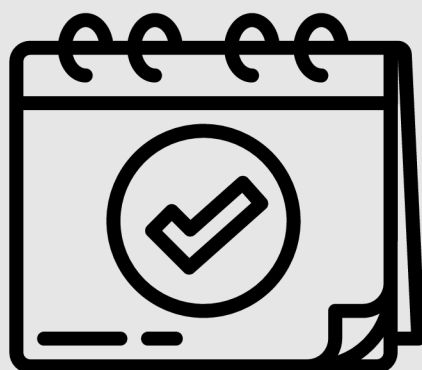




# Don't let connections fade

Calendar follow-up right away.

"Checking in on that  
project we discussed" or  
"How was the wedding weekend?"

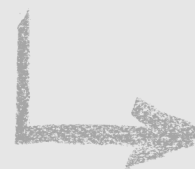


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# Be generous with connections and credit

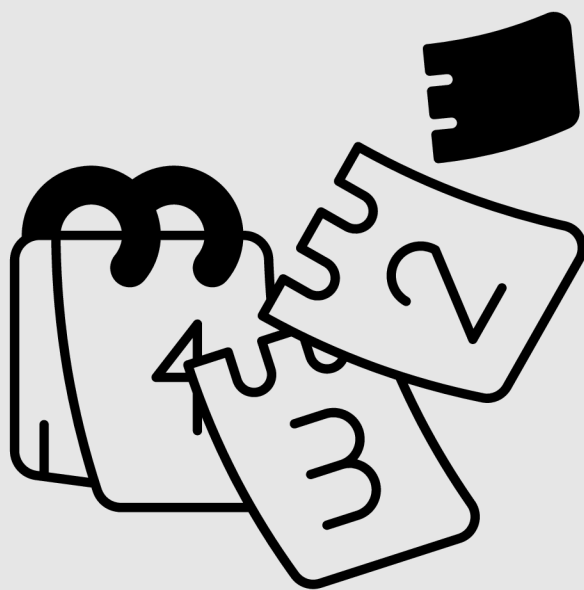
Connect people without being asked.

Give credit when things go well.



# **The strongest connections may start at conferences**

But they're forged  
in the weeks and months  
between.



**Find this useful?**



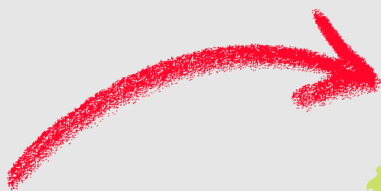
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