

# Networking

- I have given here a video on an example networking session.
- Heather and I met on a networking call a few months prior to this one.
- We have just gotten to know each other via Instagram messages since that first call.
- I wanted to do a 2nd virtual coffee with her and asked if she wouldn't mind having some of it filmed.
- She agreed.



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- Things that could happen
  - Slight awkwardness in the beginning
  - It can be very short or could go for an hour
- What I did
  - I asked questions
    - "Remind me again..."
  - I told personal bits about myself
    - "I don't know if I could work with my mother..."
  - We brought up major events that impacted us
    - COVID
    - 9/11
    - Boston Marathon
- What we did
  - Had the camera on
  - Had no other distractions
  - Smiled



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- Questions to ask
  - Tell me about yourself
  - How did you get into your business?
  - What have you learned?
  - How can I help you reach your entrepreneur goals?
  - Let's exchange contact information
  - COVID is the new weather: "How is the situation for you where you live?"
- Tips to Prepare
  - Try to look them up to get a general sense of who they are and what they do
  - Prepare questions that you can ask if the conversation dies
  - Have a time limit
    - Though people can click and they can talk for hours, both are very busy
  - Have 1:1 or 2:1 max
  - Be comfortable, have water nearby, look presentable