



## How to Network Successfully as an Introvert

### *Four tips to have fun and get results*

by Elizabeth J. Agnew, MS, PE

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For us introverts out there, the idea of networking doesn't exactly get our blood moving. As networking becomes more and more an integral part of my professional growth, I'm finding that (and I never thought I'd say this) I am actually beginning to enjoy it. And that right there is half of the reason why I'm successful with my networking efforts. In this article I'll share with you 4 tips for networking success – as an introvert!

First, let's get something cleared up. Being an introvert does NOT mean that you lack social skills. I'll repeat: being introverted does not mean that you aren't a 'social' being. We all are. It simply means that you get your energy from within – when you need to recharge, you find a way to be alone. Being around people tends to use our energy, rather than charge it up. That's all.

So all you closet introverts can come out now. If you can embrace your introversion, you'll see that there are true benefits to being one: you tend to have a better relationship with yourself, appear more grounded and aware, and value deeper connections, to name a few. Embracing your introversion means you'll be able to leverage it in networking situations. The 4 tips below show you how.

#### **1. Think quality, not quantity**

Already, your being an introvert is advantageous. Because we tend to prefer fewer, deeper relationships rather than multiple casual acquaintances, we can bring that desire into a networking situation. No one said the key to networking successfully was to get as many business cards as you could in the least amount of time. If you're having a great conversation with someone, then stay put!

Let your goal be to make one solid connection for the evening that you'll want to continue into the future. If it's a multiple-day event, make your goal 3 – 4 solid connections. Now you can relax – let go of the need to compete for contacts and let fate do its work in deciding the few people you'll get to truly know.

#### **2. Stay curious**

Introverts tend to prefer intimate, deep conversation rather than superficial small talk, which is one we reason we are typically allergic to networking. But how to come up with things to talk about that will get you past the small talk smoke screen? This is why I used to get stuck in the "I don't feel like going" rut. I got out of it by staying curious.

Human beings are naturally curious creatures, and so once you learn to listen to your inner curiosity, it will be your ally in carrying the conversation. The person you're chatting with has a story, has richness, has a life with details you can't begin to imagine! Find out about it. Staying connected to your natural curiosity will help you stay drawn to attending and putting effort into the event.

#### **3. Get real**

When you're doing all the curiosity-searching and questioning, make it juicy! Take risks! Dance next to the line – without crossing it. Let this stranger know that you are a real person – sometimes with family tiffs, speeding tickets, and morning breath! It will lighten the mood, foster trust, and be something to help them remember you.

If you're someone who finds networking boring, this tells me that you need to move WAY closer to this proverbial line I'm talking about. As long as you remain respectful and avoid offending the person, this is what makes it fun. One way to do this is to tell the truth – tell them how you *really* felt about the presentation, or how business is *really* going (without being a whino – keep it polite and intellectual). Tell them about your trials and tribulations, or funny mishaps. Keep it short, then ask about them. You break the ice with candor, and invite them to follow suite.

#### 4. Follow up

This is where your efforts can really pay off, or not. The fact that we tend to make fewer, closer connections makes it easier and more comfortable to follow up. Make your follow-up email or card personal to avoid making this process feel too mechanical. If you followed the tips above, you should have an interesting tidbit to cite that will remind you both of your connection.

When you follow up, take initiative in getting to know the person more. I recommend doing this even if you're not sure you want to – remember, everyone has a story and theirs is richer than you can imagine. If they're local, meet for lunch or coffee. If they're too far, send articles or tidbits when they remind you of the person. Simply sending with a note saying “this made me think of you” is enough.

**Bonus tip:** arrive physically ready. As introverts, this type of engagement tends to use up our energy, so make sure you have a surplus when you arrive! Be well rested, well fed, and well hydrated. And if you notice you're missing one of those things, excuse yourself for a 5-minute timeout and take care of yourself so that you can focus your energy on your new friends rather than your growling stomach.

Ultimately, networking doesn't have to feel or be fake. Stay reminded of the original reason people decided to get together: to make connections. Let your goal be to foster true human connection, and do that the best way you know how.



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*Liz coaches engineers and other technically minded people on how to be successful leaders. Through the coaching process, personal foundation, life vision, relationships, and behavior patterns are explored to leverage strengths and create new effective ways of being.*