



Top 5 pointers

“From Net-working to Net-playing”

Excerpted from presentation for American Society for Training and Development

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1. Whenever you walk into a room full of strangers, remember: You are not the only person who feels uncomfortable. In fact, 99.9 percent of the people around do, too.
2. You have something in common with every person you meet. In fact, you likely have a good half-dozen things in common. Find them.
3. Leave your agenda at the door. People sense when you're trying to get something from them, and they won't like you for it.
4. Be careful about making assumptions. You may well be wrong. Worse, you'll blow the opportunity of meeting someone interesting.
5. Before you enter a networking function, scope out the place. Locate a few friendly faces. These are the people to talk to first.

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