



Dr. Michele Gunderson's

Eight Networking **Do's** and **Don'ts**

DON'T

- **Deliver long monologues** where people have no way to enter in
- **Present a canned elevator pitch** that you deliver the same way every time (these are different people)
- **Carry business cards** and hand them out to everyone; instead, try getting their info directly into your phone (just a few people!)
- **Get too caught up in getting it right**

DO

- **Be genuinely interested** in their welfare
- **Help the conversation** around the table – use fewer words; give spaces for people to enter in; find out what they care about
- **Tell good stories:** Does your story make ONE point? Is it relatable, connected with your listeners in some way?
- **Have fun!** Play and experiment!