

# VIRTUAL NETWORKING

Just because you're stuck at home doesn't mean you can't continue to curate a meaningful network.

Learn the top 5 ways to transition your offline networking efforts to the online space so you don't miss a beat.

**1**

## **INTENTION: GIVE MORE THAN YOU GET**

Whether you're networking in-person or online, the same rules still apply. Focus on giving more than you're getting from each conversation. Even if it's not obvious, everyone has something to give, even if it's appreciation for someone's time.

**2**

## **QUALITY OVER QUANTITY: LESS IS MORE**

It may be tempting to use a copy/paste approach to reaching out to your contacts right now. Instead approach each one as though they are the most important person you know. Focus on depth with each connection and building a solid relationship over time.

**3**

## **AUTHENTICITY: FIND COMMON GROUND**

Share both your intention for connecting and shared interests to kick off your call. Then use your time with your connection to discover more common ground. You'll be amazed by what you learn about people when you take a curious approach.

**4**

## **COMMUNICATION METHODS: THE MORE PERSONAL THE BETTER**

Transition your traditional in-person meetings to video calls using platforms like Zoom or Skype. Being face to face (even on video) creates a more personal connection and allows for you to pick up on non-verbal cues which can allow for a more empathetic connection.

**5**

## **BE PRESENT: DO THIS BEFORE EVERY CALL**

When communicating remotely, it can be easy to jump from one email, call or video chat to the next with little space in between. (Remember commuting time??) Take 3-5 deep breaths and refocus your energy on your intention for the call in order to show up 100% focused on your connection.