

# THE EXTRA POINT

BY JERRY ROBERTS



## # 250 Tips for the Introverted Networker

Are you introverted? Does the mere mention of the term “networking event” give you chills? If so, today is your day. I’m Jerry Roberts and help for the introverted networker is coming up next, on The Extra Point.

Introverts dread networking events, and you might have heard me talk about my own struggles with that in my earlier days. It took me a long time to be able to walk into a room full of people — most of whom I didn’t know — and be able to survive a couple of hours of small talk and swapping business cards. If you’ve always been extroverted this will seem like a foreign concept to you, but it’s very real for about half of the population.

Some in the younger generations believe that you can get by on social media alone, but are eventually faced with the reality that you’ll also need to get face-to-face with people at some point. Social media certainly has its place in the networking mix, but the good things happen when people meet in person. Before that, however, you have to greet them and make an impression. So, it’s back to square one.

If you’re an introvert, keep things simple. Here are a few tips.

1. Be prepared to chat on the news of the day. Grab a copy of the Guam Daily Post, and listen to Ray Gibson pour over the laundry list of things people are thinking about. You don’t have to be an expert on any topic or know all there is to know about it. Just be aware and be able to engage in light conversation. And if you’re stumped, here’s an easy way to work it: “People are certainly talking about that, how do you see it?” That will help you get going.

2. Get to the event early. There are two key benefits. One, you’ll feel much more at ease if there are only a few people in the room than if it is jammed. Two, you might be able to have

slightly better conversations with a few people before the crowd shows up.

3. Break the ice easily. Make up an introduction that includes your name and what you do, and when you get eyeball-to-eyeball with someone, go first. “Hi, I’m Jerry Roberts, I make sinfully decadent wedding cakes for a living, now it’s your turn.” This gets you beyond the what’s-your-name-and-what-do-you-do questions, which a lot of folks find uncomfortable. When the other person tells you their occupation, ask “How did you get into that?” This gets you off to a good start.

4. Be a great listener. When people are talking don’t be thinking of how you’ll respond. Just listen and then ask a simple question based on what they said. People tend to remember those who listen well.

5. Keep conversations reasonably brief. The other person came to meet a variety of people and so should you.

6. Smile a lot. I don’t have to explain this in depth, just do it. People like friendly people.

7. Finally, follow up. A large percentage of people don’t. Don’t be one of them. Follow up.

If you’re an introvert or know someone who is, go to [guamtraining.com](http://guamtraining.com) and download transcript # 250...Tips for the Introverted Networker.

That’s The Extra Point. Get out there and make something good happen today. For 93.3 and the Ray Gibson Show, I’m Jerry Roberts.

###

For information on training and consulting services from Jerry Roberts, please click this link: [guamtraining.com](http://guamtraining.com)

