SCOUTS TALENT

HOW TO SHOW UP WELL AT A NETWORKING EVENT

Practical ways to make meaningful connections

1 ARRIVE ON TIME

- It's easier to connect in a quieter room.
- You'll feel more grounded and confident if you aren't rushing.

2 POSITION YOURSELF THOUGHTFULLY

- Stand near the refreshment area positioned after attendees get their beverage - most people are ready to for conversation at that point
- Face the room and keep your body language open - avoid crossing your arms or checking your phone.

3 BE THE FIRST TO SAY HELLO

- A simple "Hi, I'm XXX..." can open the door.
- Remember: most people are relieved when someone else takes the lead.

4 ASK THOUGHTFUL QUESTIONS

- Avoid "what do you do?" Try:
  - Have you been to this event before?
  - What brought you here today?
  - What's something exciting you're working on right now?
  - How can I support what you're up to?

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5 FOCUS ON ONE REAL CONVERSATION AT A TIME

- Depth over volume. You don't have to meet everyone.
- A few good conversations are more valuable than 25 business cards.

6 HAVE A FRIENDLY EXIT LINE

- When it's time to move on, try:
  - "I want to be sure I meet a few others before we wrap up- so great meeting you!"
  - "Thanks for the conversation - let me know if I can ever be a resource."

7 FOLLOW UP WITHIN 48 HOURS

- A short LinkedIn message or email goes a long way.
- Reference something from your chat so it feels personal and memorable.

BONUS TIPS

- Bring business cards or have your LinkedIn QR code ready.
- Set a goal: 3 good conversations is a win.
- Look for people standing alone - they'll usually be grateful you walked up.