Networking

eslvideo.com Quiz by: lulypty

1. What is the main topic of the talk?

○ a.) How to sell products

○ b.) How to stand out at networking events

○ c.) How to make friends

2. What should you lead with to engage people?

○ a.) Confidence

○ b.) Curiosity

○ c.) Loudness

3. What is a better opening question than 'What do you do'?

○ a.) How much do you earn?

○ b.) What brought you to this event?

○ c.) Do you like this event?

4. What kind of body language should you have?

○ a.) Closed and shy

○ b.) Open and friendly

○ c.) Aggressive and loud

5. What should you do if you feel awkward approaching someone?

○ a.) Ignore them

○ b.) Find someone standing alone

○ c.) Leave the event

6. What is a memorable moment in networking?

○ a.) Giving out business cards

○ b.) Solving someone's problem

○ c.) Talking about yourself

7. What is a benefit of using a digital business card?

○ a.) It is cheaper

○ b.) It is more memorable

○ c.) It is easier to lose

8. What should you have after the event?

○ a.) A follow-up plan

○ b.) More business cards

○ c.) A new outfit

9. When is a good time to connect with people at the event?

○ a.) When it is crowded

○ b.) Early and late

○ c.) Only during breaks

10. What is the key to networking according to the talk?

○ a.) Being the loudest

○ b.) Building real relationships

○ c.) Collecting business cards

Transcript

we've all been to networking events where people either come off too aggressive shoving business cards in your face or they're way too passive hovering awkwardly on the sidelines it's a delicate balance right you want to make meaningful connections but you don't want to come off as that pushy salesperson no one likes so today I'm breaking down how you can stand out at networking events in a way that feels natural genuine and gets people to want to connect with you let's get into it first things first standing out has nothing to do with being loud or grabbing attention it's about being intentional with how you engage people and the easiest way to do that is to lead with curiosity if you show up genuinely interested in learning about others what they do why they're there and how you can help them you'll be remembered simple as that the conversation shouldn't be all about you it should be about them here's a quick example instead of opening with the boring what do you do try something like what brought you to this event or what's been your favorite session so far people will feel more comfortable and open up faster which makes you stand out from the crowd of people just going through the motions now let's talk about your energy you don't have to be the most extroverted person in the room but you do need to be approachable a simple smile open body language and making eye contact will instantly make you more inviting people are naturally drawn to those who look friendly and relaxed and if you're feeling awkward about walking up to someone here's a trick find someone standing alone they're probably hoping someone talks to them too you're doing them a favor by starting the conversation one thing that works like magic is creating a memorable moment think about ways you can add value right in the moment maybe you over hear someone mention a challenge they're facing and you can recommend a solution or introduce them to someone you know that kind of Value sticks people remember not what you said but how you made them feel be the person who solves problems not just the one handing out business cards now speaking of business cards this is where a digital business card really makes you stand out when you exchange details in a way that feels seamless and high tech people notice instead of fumbling for paper you just tap or scan and all your details plus links to your LinkedIn or website are right on their phone no lost cards no missed opportunities it makes the whole process smooth and leaves a lasting impression that you're organizing and ahead of the game but here's the most important thing you need to have a follow-up plan most people make the mistake of thinking the connection ends at the event no that's where it starts after you've had a good conversation don't just say let's stay in touch be specific say I'd love to follow up

next week and chat more about XYZ that way when you do follow up it doesn't feel random it feels intentional and they'll appreciate that you took the time to reach out in a meaningful way a few more quick tips get to the event early it's easier to connect with people when it's less crowded stay late too some of the best conversations happen after the event officially ends and if there's an Afterparty or social Gathering definitely go that's where people let their guard down and those informal conversations can lead to great opportunities so to wrap this up standing out at networking events isn't about being the loudest or handing out the most cards it's about showing up with curiosity offering value and following up with purpose if you focus on building real relationships instead of just selling the opportunities will come naturally if you found these tips helpful hit that like button and share this with with someone who's got a networking event coming up and if you want to learn more about how a digital business card can level up your networking game check out the link in the description trust me once you try it you'll never go back to paper thanks for watching and I'll see you at the next event