

Effective Conversation Starters

- "What do you do?" is overused and ineffective, akin to "Come here often?".
- Focus on finding commonalities to build rapport and ease conversation flow.
- Potential topics: mutual acquaintances, shared event attendance, and company-specific experiences.
- Build conversations gradually, emphasising curiosity and two-way engagement.
- Use the "curiosity cycle" mentioned in previous training to guide interactions.

Networking with Personal Struggles

- Acknowledge the difficulty of networking while facing personal challenges.
- Emphasise the importance of a positive mindset when entering networking situations.
- Balance openness about challenges with appropriate timing and relationship depth.
- Shift mindset consciously when entering professional spaces, even if initially reluctant.
- Maintain authenticity while focusing on positive aspects of life and work.

Energy Management in Networking

- Recognise the energy required to maintain a positive demeanour in professional settings.
- Create psychologically safe spaces for vulnerability with trusted individuals.
- Offset energy expenditure from networking with personal recharge activities.
- Examples of recharge methods are gym workouts and alone time for introverts.
- Tailor energy management strategies to individual needs and preferences.