



## Powerful You! Women's Network

Monthly Networking Tip  
June 2017

**Networking with a Heart!**<sup>TM</sup>



### **NETWORKING TIP OF THE MONTH:**

#### ***Speak Your Mind and Speak Up***

Networking is about building relationships. What better way to build a relationship than to have a good flow of information between two or more people?

**Here are two rules for conversing during a networking meeting:**

- 1. Speak Your Mind:** Everyone wants to make a good impression, so they sometimes 'put on airs' or try to be someone they think other people want them to be – instead of simply being themselves. When talking with others, be sure to say what's on YOUR mind. Tell the truth of what you think and how you feel. Explain your position and ask them to tell you theirs. Either speak your mind or choose not to speak at all. Don't try to be someone you are not.
- 2. Speak Up:** Networking meetings are your opportunity to build relationships and this happens when people get to know you. Participate actively in discussions and in one-on-one conversations. When participating in a discussion talk to the group – not just to the facilitator. And literally ... Speak up. Speak loud enough so everyone can easily hear you. Annunciate and don't mumble. Be clear and to the point.

***As you Speak Your Mind and Speak Up, you will gain confidence and build better relationships easily and quickly.***

***\* Facilitators – Ask for feedback and experiences from the group.***