

How to Boost your Career Networking Confidence

A Simple & Powerful Self-Coaching Tool for Professionals

by

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When it comes to **career change**:

The #1 thing that makes the biggest difference for most professionals is:

getting help from people in their network.

But, what if

You Feel Stuck Because you:

- have lost touch with your network
- don't have a responsive network
- don't like networking
- feel unsure about how to network
- are disappointed with the results of your networking activities

- or [add your reasons below]
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Start with A Simple Question:

What Makes A Successful Networker?

According to Dr. Ivan Misner, founder of BNI (a global business networking organization), **effective networkers are people who:**

- Have Good Listening Skills
 - Are sincere, helpful, and trustworthy
 - Are motivated and show enthusiasm
 - Show a positive attitude
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- Express gratitude
 - Follow up
 - Make a commitment
 - Take a long term view

Now it's Your Turn: Rate your Networking Qualities

	SUCCESSFUL NETWORKERS	Not Like Me	Somewhat Like Me	Very Much Like Me
1	Have good listening skills			
2	Are helpful			
3	Are trustworthy			
4	Are sincere			
5	Are motivated			
6	Show enthusiasm			
7	Show a positive attitude			
8	Express gratitude			
9	Follow up			
10	Make a commitment			
11	Take a long term view of networking			

You can Coach Yourself to Be a More Confident Networker

The next time you feel nervous about networking, remind yourself of the qualities you share with successful networkers.

Focus on **one or two** areas you'd like to improve.

Summary

The Two Keys to Increasing your Networking Confidence are:

1. Be Your Best Self

Build on the qualities and skills you already have.

2. Practice

Networking is about communication.

Communicate, reflect, and learn from your experience.

About Jennifer Bradley, Ph.D.

As a career consultant and coach, Jennifer helps experienced professionals navigate career transition with more ease and less stress.

She works with individuals and groups, and writes about transition and career development.

Jennifer has first hand experience of living and working internationally.

She understands that thriving in today's workplace demands a creative approach to career management, as well as personal and professional flexibility.

Career transitions can be a time of turbulence, but with the right support also in place, also a time of high creative energy.

For more information, visit [Jennifer's website](#) and connect on [LinkedIn](#).

