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TOP TIPS FOR
COMMUNICATION
& NETWORKING



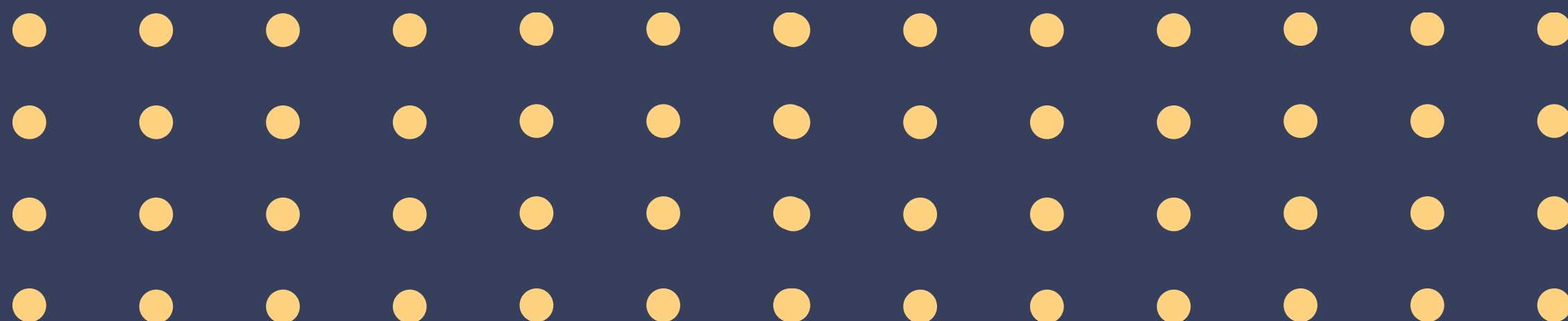
PUT YOURSELF OUT THERE!!!!!!

The more you put yourself out there, the more opportunities you are going to create and attract to you. It's also true that the more you put yourself out there you are likely to get some rejections, knock backs and possibly haters and trolls. However it is critical that you don't let the fear of rejection or judgement stop you from getting out there.

Tips to Bear in Mind when Networking

Here are some general principles to bear in mind regarding communication & networking so you can get into a good place as you start networking or widening your network.

- Don't be afraid to speak and have a voice - people will judge you anyway so you may as well at least get your points across rather than get frustrated by not speaking.
- Be yourself – don't try to be something that you're not. If you're naturally more quietly spoken then it would be strange and uncomfortable for you to all of a sudden try to be a loud outgoing personality. You can still be more softly spoken but be taken seriously, so find your own flow.
- Keep calm if you're nervous at the beginning – focus on your breathing.
- Mindset – remember Confucius 'those who say they can and those who say they can't are both usually right'.
- Put yourself in the other person's shoes - think about what is bothering them, what challenges they may face or opportunities they may be working on.
- Always consider how you can help the other person – come from a place of giving and the law of reciprocity has a way of working its magic.
- Put yourself forward for projects, initiatives – don't wait to be asked.
- Keep your hand up - far too often as women or introverts in particular we don't confidently keep our hand up in a room.
- Network both internally and externally – seek out new contacts and relationships, not just those within your current field of vision.
- Get used to being comfortably uncomfortable – that's where the growth comes
- Practice, practice, practice



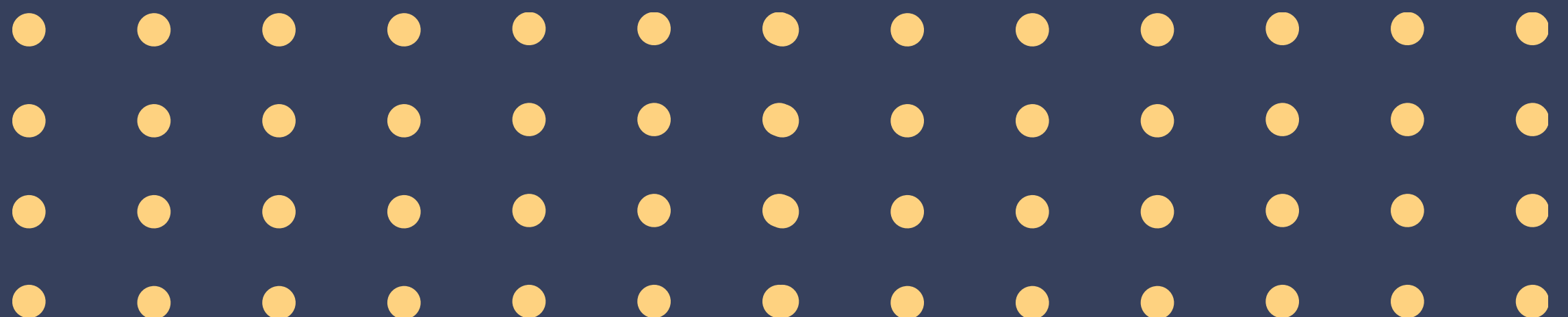


Here are 5 steps that you can take TODAY to put yourself out there:

1. Choose a platform where you feel most comfortable – online or offline. Eg could be down at the gym, the golf/tennis club, property networking event, FB, Insta or LinkedIn.
2. Make a plan - think about what the possibilities are and decide how you're going to use that platform. It doesn't need to be complicated. The plan could be as simple as platform, content, date.
3. Do it – don't plan too much, take action. Don't procrastinate.
4. Celebrate & evaluate – pat yourself on the back for having put yourself out there then review how did you feel, how did it go, what could you do differently next time. Remember this is about testing, learning & tweaking.
5. Rinse & repeat.

REMEMBER

**DON'T GET READY, BE READY
PUT YOURSELF IN THE WAY OF OPPORTUNITY
BE BRAVE, BOLD & BRILLIANT**



GET IN TOUGH

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