



# THE ART OF NETWORKING

## TOP TIPS TO GET THE MOST FROM NETWORKING EVENTS

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## TOP 10 TIPS TO GET THE MOST FROM NETWORKING EVENTS



### Prepare yourself:

Remember, you've been invited because the hosts are interested in what you have to say! Remind yourself of your objectives for attending and the potential benefits of making new connections. This preparation can help shift your mindset if you're a bit from anxious to being more opportunistic.



### Do your homework

If possible, review the list of companies that will be present. Identifying people or businesses you'd like to connect with can give you a clear sense of purpose and make the event seem less daunting.



### Prepare a strong introduction

Having a clear and concise way to introduce yourself will boost your confidence. Consider how you're going to introduce yourselves to get the most from what you want to get from being there.



### Set realistic goals

Set a few achievable goals for the event, such as introducing yourself to at least three new people or exchanging contact information with at least one potential collaborator. Achieving these goals can give you a sense of accomplishment and make the event feel more manageable.



### Start small

If the idea of approaching a group feels intimidating, start by looking for other individuals who are alone; they're likely to be feeling just as nervous as you are and will appreciate someone initiating conversation.





### Use open body language:

Adopting an open, approachable posture can make you seem more inviting and boost your own confidence.



### Practice active listening:

Show genuine interest in others by asking open-ended questions and listening attentively to their answers. This can take some pressure off you to do all the talking and can lead to more meaningful conversations.



### Join a group gradually:

If you want to join a group conversation, approach and listen at first. Look for a natural pause in the conversation where you can introduce yourself or add a relevant comment.



### Take breaks

Don't hesitate to step away for a few moments to recharge. Use this time to regroup, check your notes, or even set new goals for the remainder of the event.



### Remember the follow-up:

Making a connection is just the first step; nurturing that connection is what truly matters. After the event, reach out to the people you met with a personalised message or note to continue the conversation.

Now you're ready to register for [CyberSync 2025!](#)

