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# believes

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- skill
- networking is not
- true networking
- networking cliché
- facing the fears

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skill

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networking is a skill that can be learned

# networking is not

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is not about bothering, pestering, using people

is not about being pushy,

it's not a contest to see who can collect the most business cards or shake hands

it's not one-sided selfish activity

it's not asking people for jobs

# true networking

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effective networking:

is based on relationships that are cultivated and nurtured so that a mutual exchange of information, advice, referrals, and support takes place

# networking cliché

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it's not what you know, it's who you know

# facing the fears

- rejection - "I can't stand rejection"
- obligation - "If they support me, what will they expect from me?"
- "What if I can't give back to them to the same degree they gave to me?"
- looking weak or needy
- spending too much time - "I don't have time to network"
- appearing pushy and aggressive
- -being cold and impersonal

# dimensions

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inner self

people

things

events

ideas

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levels

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personal  
professional  
public