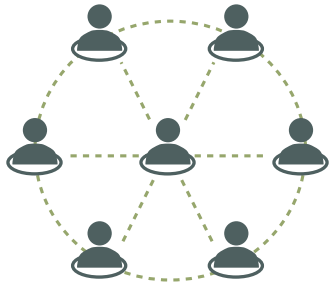


Karmic Networking

A step above...



What is networking?

Networking = Access

- Information
- Social
- Career
- Philanthropy
- Hybrids – the best kind!

Networking = Easier road to take

- Shared knowledge
- Saves time

Networking = Opens up your world

- We are collaborative by nature
- Mutually beneficial

Networking = Giving

- Golden Rule embodied
- Makes others lives easier, happier and more successful

The good, the poor and the ugly...

Good Networking

- Always creates a win-win
- Allows both sides to create a healthy 'circle' but doesn't require/expect tit-for-tat activities

Good Networking is

- Honest
- Fast
- Easy
- Ongoing

Good Networking is embedded in your day-to-day activities

- Disciplined
- Effective
- Simple

Poor Networking

- Too much/Too little
- Creates a vacuum
- Unorganized/Short-sighted

Poor Networking is

- Not genuine
- Slow, Over thought/calculated
- Sporadic – when you think about or need it

Poor Networking is a 'job'

- Inefficient
- Complex

So what's Karmic Networking?

Takes "good" networking one step further:

- Integrated
- Always present and looking for an opportunity to help connect others
- Gives you a good feeling

It's idiosyncratic:

- Mixes business and personal
- Non-linear
- Often just for fun

How to get to Karmic

Be generous! Be Real. If you don't like a person, skip them.

Take the initiative and lend a 'virtual hand.'

Keep lists:

- What people are interested in (work, play, travel, kids, dogs)
- People looking for jobs appreciate forwarded contacts, options
- Use tools (Plaxo birthday reminders/ecards)

Suspend your expectations!

Getting started

Types of networks

Casual contact networks (networking events or industry mixers)

Knowledge networks (professional associations)

Strong contact networks (groups that meet frequently specifically to build professional relationships)

Online networks (professional social media services, such as LinkedIn)

Connect to people online and off

Online

"PLACES"	<p>Linkedin.com – online business card, your resume, interest Groups and your letters of recommendation all in one.</p> <p>Plaxo – has some nice features - ecards</p> <p>Facebook – Use it with foresight and a plan</p> <p>Tweet. Twitter is an oasis of ‘serendipity’.- you can have a personal and a professional voice</p>
TOOLS	<p>CRM/Organization</p> <p>Google. Use Google contacts. Your notes on a person’s preferences and interests are searchable.</p>
JOIN CONVERSATIONS	<p>Comment on blog posts.</p> <p>“Like” and “Friend” people, organizations and causes you believe in.</p> <p>Find fellow travelers on Twitter and Linked-In</p>

Offline

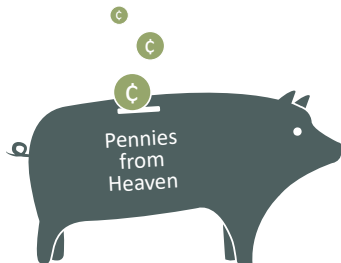
ACTIONS	<p>Support your online networking with real human contact.</p> <p>Set up phone calls.</p> <p>Attend live events.</p> <p>Send snail mail notes to people you interact with on LinkedIn.</p>		
PLACES	<p>Business Groups – IMC!</p> <p>Events</p> <p>Parties</p> <p>1:1</p>	<p>Volunteer Groups - Taproot</p> <p>Friends</p> <p>Classmates</p>	<p>Sitting in line at the airport – restaurant – PTA meeting</p> <p>Dog Parks</p> <p>Wherever people are together</p>

Tips & Techniques for Extroverts

- Watch how much you talk. Keep your elevator pitch short and sweet.
- Help introverts. What they know might rock} your world!
- Strengthen your existing relationships, instead of only acquiring new ones.
- Use all your social and business channels (F2F, Online, Create forums) to pay it forward.

Tips & Techniques for Introverts

- If you prefer to talk about ideas, try to find a common area of interest with people and build from it.
- Find the ten key people who all know lots of other people.
- Learn from introverts with jobs that force them to be well connected.
- Meet extroverts that share one of your passions.
- Get outside of yourself. Ask someone to have coffee. You may be surprised how easy it is!
- Use tools like email and LinkedIn if its easier to connect online.



Remember, karmic networking opportunities are all around you!

- Your fellow human beings are a vast resource. Tap into it!
- It's about getting what you want and making sure that people who are important to you get what they want, too.
- Business networking is about making long-lasting friendships.
- Professional networkers never take a day off. Spot an opportunity where one exists, and create an opportunity when one is not obvious.

More information

For more thought leadership and resources please visit our website at SuiteCX.com

Contact us

We can be reached at 510 655 6511 or at info@suitecx