****

**Virtual Networking**

Skills checklist

Where I need help to improve my networking results…

|  |
| --- |
|[ ]  Knowing what to do when entering a networking event |
|[ ]  Reducing stress when first meeting a new person |
|[ ]  Having more options to start conversations |
|[ ]  Having the ability to easily remember names |
|[ ]  Learning how to make others feel comfortable more quickly |
|[ ]  Discovering more ways to demonstrate interest in others |
|[ ]  Being able to more quickly develop rapport with others |
|[ ]  Improving my listening skills |
|[ ]  Using questions more effectively to get additional information  |
|[ ]  Strategies to get others to want to know more about me |
|[ ]  Having the ability to leave conversations |
|[ ]  Communicating more effectively about myself and what I do |
|[ ]  Improving my handshake and eye contact |
|[ ]  Finding ways to stay in touch |
|[ ]  Turning networking conversations into additional opportunities |
|[ ]  Creating an online network |
|[ ]  Having the ability to measure my networking results |
|[ ]  Having a clearer idea of who I should network with |
|[ ]  Knowing better how and when to follow up |
|[ ]  Finding effective networking activities |
|[ ]  Asking for introductions |
|[ ]  Learning to relax and feel less stressed |
|[ ]  Knowing topics that are taboo to discuss |
|[ ]  Demonstrating confidence on and offline |
|[ ]  Other:  |