

A hand holding a blue Ethernet cable connector against a background of many colorful network cables. The background is a dense array of cables in various colors (blue, green, yellow, red) plugged into a rack, creating a blurred, bokeh effect. The hand is in the foreground, holding the blue connector. The text is overlaid on this image.

Networking for Introverts and Others Who Find Networking Challenging

A PCI Webinar

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MY STORY

PERSONALITY

- INTJ
 - Introversion
 - Intuition
 - Thinking
 - Judgment

Networking factors



WORKED
HARD/ACHIEVER



CLOSE FRIENDS, BUT
NOT A LOT OF FRIENDS



JOB VS. CAREER



NEW VISION FOR NETWORKING

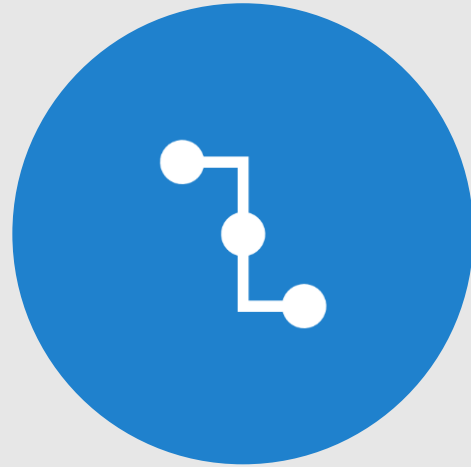
Why I started networking...



JOB VS. CAREER



ACHIEVEMENT



REALIZATION OF ITS
IMPORTANCE



NOT AS AWFUL AS
EXPECTED



FINDING MY PEOPLE



DISCOVERING
OPPORTUNITIES

Networking strategies



LOW BARRIER TO
ENTRY OPPORTUNITIES



VOLUNTEER



FIGURE OUT WHAT
INTERESTS YOU



IDENTIFY
PROFESSIONAL GROUPS



IDENTIFY PEOPLE YOU
WANT TO MEET



REDEFINE YOUR
APPROACH



ASK QUESTIONS



REALIZE OTHERS ARE
UNCOMFORTABLE TOO



ASK FRIENDS FOR
SUGGESTIONS OF PEOPLE
YOU SHOULD MEET



SEND THANK YOU NOTES



FOLLOW-UP

Play the long game



- Be in the relationship because you genuinely like the person
- Keep connections
- Grow relationships

Growing your professional network...



FOCUS ON INTERESTS



FOCUS ON AREAS OF
NEEDED IMPROVEMENT



QUESTIONS?