



A Guide to Networking

How to be Interested



Wesley Faulkner

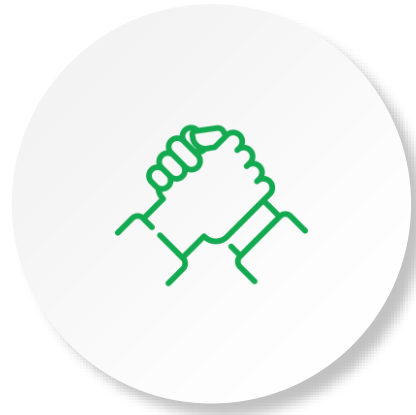
My Experience

- Minority
- Immigrant
- Not wealthy
- Parents weren't educated

The Advantages of Networking



Learn new perspectives



Help others



Grow your self-esteem

Why is it So Hard?

- It's uncomfortable.
- Who do I talk to?
- What do I talk about?
- Most people are bad at it.



What We've Been Taught

- Transactional
- Dominance
- People like to talk about themselves
- Firm handshake
- Give out your card
- Ask them what they do
- Show off your knowledge

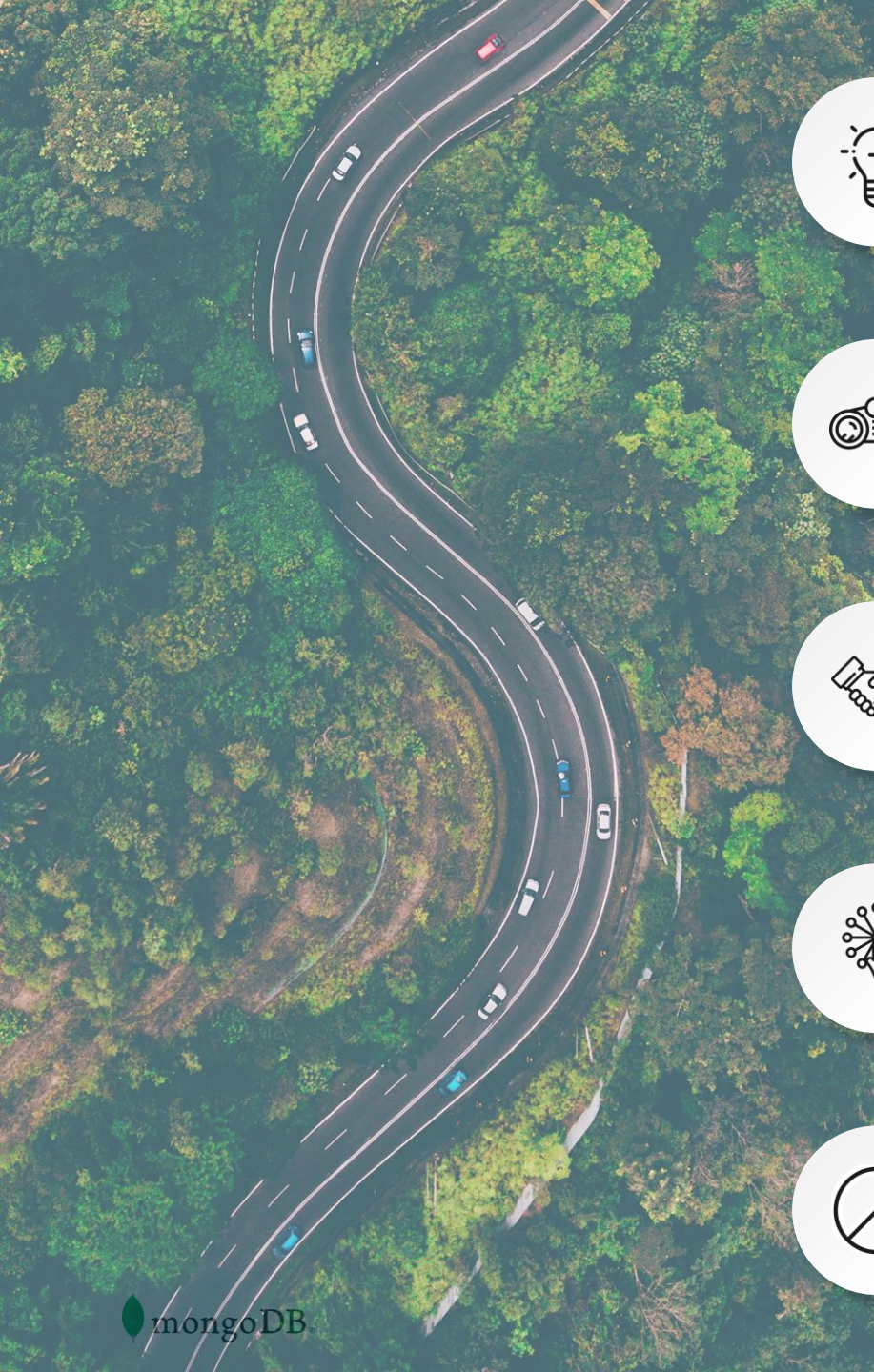


The Basics

Be Engaged

- Eye contact
- Smile
- People want to be wholly seen
- Don't interrupt
- Listen – don't focus on what you want to say next
- Stay away from the unaligned





Tips

Arrive early. Scout the venue. Stay out of the way of high traffic areas.



How to engage

Focus on the journey. Find other singles. Don't assume, use inclusive language. Stay away from status (class, money, title, access, education.)



How to leave the conversation

Bathroom, food or drink



Follow up

LinkedIn, email, Twitter, Facebook, SMS, Instagram, WhatsApp.



Don't over do it

Summary

- It's okay to be uncomfortable
- Be interested
- Focus on the journey
- Don't waste your time on the unaligned
- Follow up



Thank You!

Contact / Questions

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Preview of Part 2 – How to be Interesting

- Don't be the expert, be vulnerable and relatable.
- Deflect separation statements.
- Don't make it about you.
- Add to the conversation, then redirect it back.
- Be yourself, feel free to disagree.
- How to integrate into a table/cluster of people.
- How to interrupt a conversation.