

## Your Networking Guide eBook



**new results**  
shaping your success

## Planning Your Networking Structure

Building a strong professional network is like planting seeds for your career garden, you water them, nurture them, and watch them grow into fruitful connections. 🌱 Here are some practical tips for professionals to enhance their networking approach:

**Be Yourself:** Authenticity and being human matters. Your best qualities are those that make you unique and interesting. Express yourself through your opinions and experiences. Remember, the strongest connections often come from mutual interests and understanding. So, be genuine and let your personality shine. Think about the deep and powerful relationships you have and how much common ground you have with those individuals.

**Be Active:** Networking isn't a one-time event; it's an ongoing process. Spend time nurturing your connections. Regularly engage with peers—whether during coffee breaks, virtual meetups, or through email. Active correspondence keeps your professional relationships alive and thriving. Networking can be a much lighter activity than you might think. Take time to engage those around you in a slightly longer conversation than normal. Take time to become curious about those around you and you will see relationships blossom.

**Use Online Platforms:** In today's connected world, online platforms are essential. LinkedIn, for instance, is a powerful tool for networking. Create a compelling profile, engage with your network through digital channels, and maintain a consistent personal brand online. Share relevant content, comment on industry updates, and connect with like-minded professionals. Ensure your LinkedIn is an extension of your face to face networking, not something run separately.

**Attend Industry Events and conferences:** Participate in conferences, workshops, and seminars related to your field. These events provide excellent opportunities to meet new people, exchange ideas, and expand your network. Remember, networking isn't just about collecting business cards—it's about building meaningful relationships. We often describe these events as brain building, and opportunity to learn something new and to connect with a new part of your network.

**Join Professional Associations:** Consider becoming a member of industry-specific associations or societies. These groups often organize events, webinars, and networking sessions. They provide a platform to connect with peers who share common interests and challenges. There are a stack of professional interest groups and focused niche organisations. If there isn't one that meets your exact needs, is there a gap and could you start something yourself?

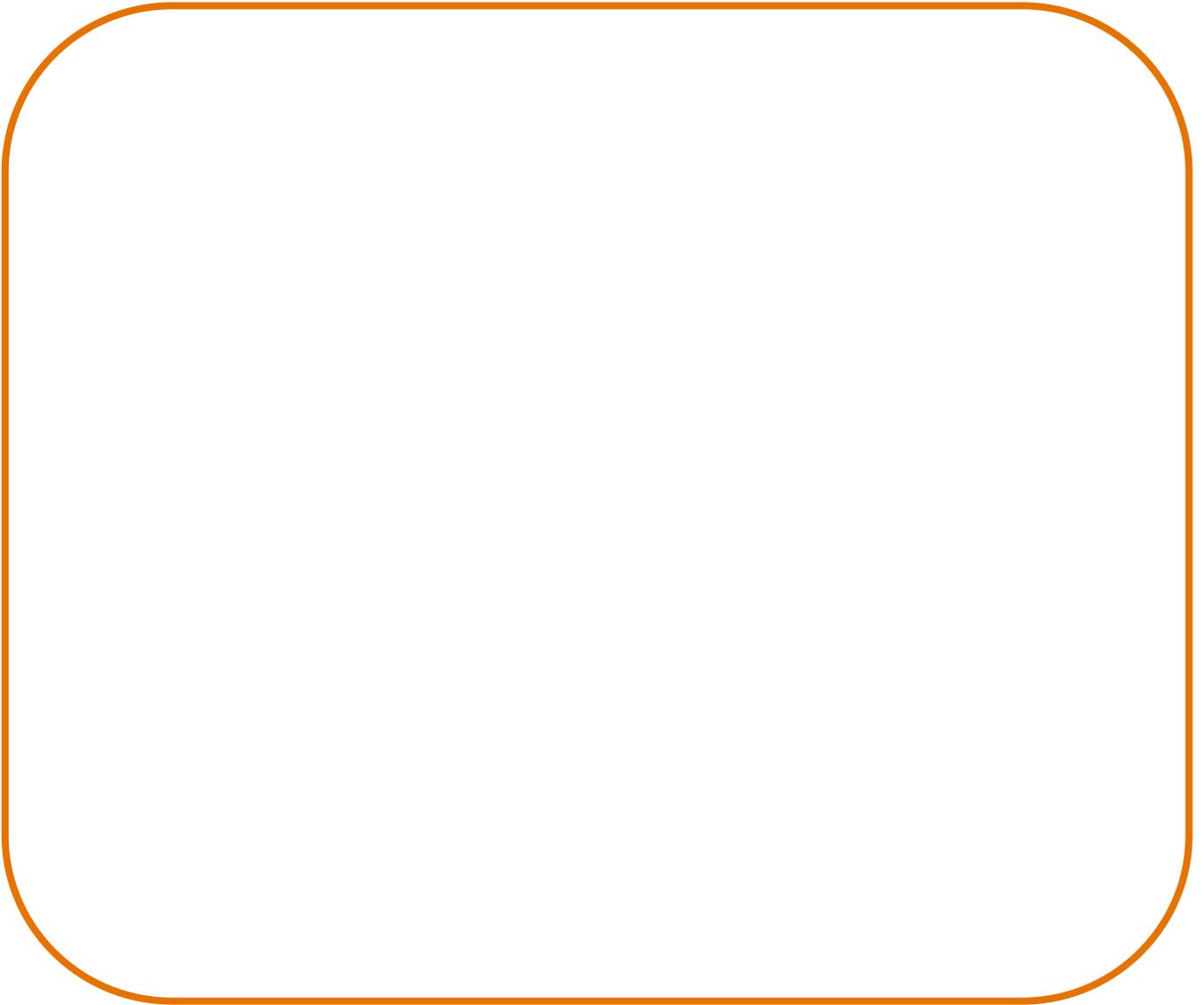
**Start with Who You Know:** Approach friends, current and former colleagues, or university alumni. Sometimes, the best networking opportunities come from existing relationships. Don't hesitate to reach out and reconnect. People are often surprised at the range, depth and breadth of networking contacts from friends, family and your immediate colleagues. Invest time in nurturing those relationships and sharing out what you are looking to achieve.

**Engage in Projects Outside of Your Day to Day Work :** Volunteering or participating in community initiatives not only benefits others but also expands your network. Whether it's a local charity, a business group, or a professional development project, getting involved allows you to meet diverse individuals and contribute positively

Remember, networking isn't just about handing out business cards at events—it's about building meaningful relationships over time. So, go forth, connect, and let those career seeds flourish!

## Your notes and reflections:

What are your networking challenges and how do you start to address them?



*"Opportunities do not float like clouds in the sky. They are attached to people."*

Richard Stromback

## Your questions to consider:

1. How can you grow your existing network?

*Example: think existing connections first, how do I refresh my relationship across key parts of my existing network. Then, how do I actively seek out new networks and connections.*

2. What do you want to know about your network and what do they need to know about you.

*Example: Invest time in getting to know your network and what they do. Have absolute clarity on what you do and how you might benefit your network and their connections*

3. How will you allocate time to your network building activities.

*Example: Investing time is key, but like most people you might be busy and this can be an easy excuse not to go networking. How will you allocate and maintain your own networking time.*

## A Little More About Us (and how we can help you)

### We are New Results

A comprehensive training agency committed to supporting you and your teams on your professional development journey. By focusing on your own unique learning needs, we aim to unlock your teams strategic potential. Our expertise spans across:

- ▲ Leadership & Management Development.
- ▲ Personal & Professional Growth and Development.
- ▲ Business Growth Strategy and Operational Development.

### How we work with you

Our services are flexible, dynamic, and also partnership focused to be aligned with your unique needs. Whether it's through direct programme delivery, enhancing your internal training programmes or offering licensable content for your platforms. We're here to adapt and grow alongside you as a committed learning partner.

### Learn more

If you're interested in learning more about New Results and how we can help you, please visit our website: [www.newresults.co.uk](http://www.newresults.co.uk) . Or explore our client testimonials and case studies – [New Results Case Studies](#).