



COMPLIMENTARY RESOURCE

Networking tips

Liz Del Borrello
Leadership Coach



**LEADERS
LOBBY**
ELEVATED PATHWAYS

NETWORKING TIPS



ABOUT ME

I am a certified leadership coach and a member of the International Coaching Federation. In 2022, I founded a leader networking community – Leaders Lobby Perth.

As a leadership coach, I wanted to create a community for leaders to network, learn and connect with like-minded leaders.

I work 1:1 with experienced and emerging leaders to help them get from where they are to where they want to be. Working with me, clients experience greater self-confidence, better work-life balance and increased productivity.

THANK YOU

Thanks for taking the time to download networking tips. I've put this together to help build your confidence to network. It may seem like a simple list, but believe me, it's the result of 25 years of practical networking experience in corporate Australia.



I believe that it's vital to surround yourself with the right people to support your career aspirations. Finding and connecting with like-minded contacts will expand your professional network and open up values aligned opportunities

Networking provides an excellent chance to develop communication and interpersonal skills in a safe environment. You never know if someone you meet through networking could become a mentor, advisor and open the door to new opportunities.

You're invited to network in our online group Leaders Lobby or our in-person networking community Leaders Lobby Perth.

Cheers, Liz

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 facebook.com/groups/leaderslobby
 meetup.com/leaders-lobby-perth/

Basics



Your mindset matters

- Be interested, not interesting
- Ask questions to get the conversation flowing
- Be curious about meeting new people



Find common ground

- Listen for challenges and passions
- Look for a chance to do a favour
- Introduce people in your network
- Send a paper/article of interest

Before the event



Research

About the event

- Know the host's name, guest speaker/s and current hot topics for the event industry
- Do you want to meet anyone attending? (check RSVPs via Meetup, Eventbrite etc)



Set a goal

Be strategic

- Aim to meet 3 new people
- Introduce yourself to the guest speakers



Rehearse

Introduce yourself

- Prepare an opening line
eg "How did you find out about this event?"
- Have an elevator pitch ready (if you don't know what this is - book a call)

During the event



Be confident & inclusive

- Remember your goal ... don't only speak with people you know
- Smile and approach a group or a person you don't already know
- Ask questions to make genuine connections
- Look for people standing alone or looking uncertain – introduce yourself and invite them to join you.



Have an exit plan

"It was great speaking with you. I set myself a goal to meet 3 people tonight. I'm going to speak to some other people"

If you want to connect, ask for their business card or connect with your LinkedIn QR code.

After the event



Nurture the relationship

Keep any promises you made at the event.

- Did you say let's meet for coffee?
- Talk about a story or article you recently read that they might enjoy.
- Connect them with someone in your network who can help them or has something in common.



Follow up with an email or LinkedIn connect request

Always add a short note with your LinkedIn request, like: "It was great to meet you at 'event name', I'd like to connect and share insights on LinkedIn."

WANT MORE?

Book a complimentary
30-minute
leader leveraging call

Practice these networking tips at Leaders Lobby Perth

**Network, learn & connect with
like-minded leaders**

To keep up to date with Leaders Lobby Perth events
and avoid missing out when we announce events,
[follow us on Meetup here.](#)



TESTIMONIALS



Leaders Lobby is a great initiative for leaders from any industry and level of experience to connect in a safe and collaborative environment, wonderful to see you recognised for the value you bring to the community

— Fiona



I recently attended a Leaders Lobby Perth event hosted by Liz Del Borrello. It was a great opportunity to network and learn about her work and hear from a guest speaker about the importance of sleep and the impact it has on our productivity and wellbeing. It was a really well organised event and I thoroughly enjoyed it, thank you Liz.

— Sharon



Leaders Lobby Perth is an excellent platform for meeting and conversing with like-minded leaders and aspiring leaders. Great insights and advice were shared by Liz and her guest speaker ... It was nice to walk away with new ideas and tips to implement back in the workplace.

— Karen