

## Networking: Be Confident in any Environment

June 28, 2011 by [Martha Newman, J.D., PCC, TopLawyerCoach, LLC](#)



### *7 Ways to Make New Connections - Even if You're Shy*

If you're on the shy side, networking can be pretty intimidating. It's difficult to be outgoing in unfamiliar environments and situations. But, it's not impossible.

You can learn how to thrive in any situation by following these **lawyer networking** tips provided by Alana Horowitz in her article, [8 Ways to Shake Your Nerves and Network Like a Pro.](#)

#### **1. Stick with groups that are small and familiar.**

You don't need to attend large networking events. Tap into the networks you already know. E-mail acquaintances or old friends you've lost touch with. You never know who might be able to help you out.—or who they might know.

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## **2. Fine tune your listening skills.**

People love to talk about themselves. Shy people typically have an advantage here. Just ask a few simple questions about your new connection's life and career path to get the ball rolling. Let them hold up the conversation. You'll learn a lot and win points for good listening skills.

## **3. Smile.**

There's a thin line between "reserved" and "aloof." Smiling is a simple way to appear friendly and approachable.

## **4. Connect through common interests.**

Join a book club or attend a wine tasting event. If you find people who share your passions, it'll be easier to talk to them. What better way to get to know someone than bonding over a savory Cabernet?

## **5. Be prepared.**

Prepare some interesting topics to discuss. Talk about your first job out of college or the time you climbed Mount Fiji. Since humor is a great icebreaker, it also helps to dig up amusing stories from your work or home life.

## **6. Don't be late.**

If you show up late to a big event, everyone will be paired off. It's much less stressful to approach individual people than groups. Once you're part of a group conversation, people will come to you.

## **7. Help out.**

Helping run an event gives you a purpose for being there. That way, people will approach you with specific questions and needs, not random small talk.

You may not be a natural at networking, but you can sure look and feel like one. Follow these simple steps and you'll gain the confidence necessary to network like a pro - under any circumstance.

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