

# Successful Networking

## 3 Tips for building connections and getting results

### Focus on building trust:

- Our brains make an almost instant decision about whether we trust someone or not. If our brain decides to trust, we open up to conversation with the other person
- Once we start to open up, we get a release of Oxytocin (often called the feel good hormone) into our brain and are able to build even stronger connections with people.
- If our brain decides not to trust we literally shut ourselves and the other person, down.

### Listen to connect – not judge or reject

- One of the most powerful ways of building trust and connection quickly is to show people that you're interested and listening.
- We have natural habits that can get in the way of listening:
  - Listening to others only for a place to be able to tell our own story. If you're busy thinking of your own story and how to tell it, you are not listening and not building trust and connection.
  - Listening to our own internal chatter. This chatter may be mundane musings about work or home, or it could be judgmental thoughts about the other person or even about ourselves. Chatter and judgment, whether of others or ourselves gets in the way of listening. We need to make a conscious effort to put aside the internal chatter.

### Double Click to dig for meaning to get people talking

- Double clicking is about being curious and digging for meaning behind a person's words.
- When someone shares a little about themselves, their role or their company we can be curious and ask what they mean by certain words. This helps us learn about them as a person, their views, their thoughts and opinions.
- The trick here is to listen to connect so that you can double click into what is important to the other person.

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