

The **Introvert's** **Networking** **Playbook**

**8 strategies that build connections
without exhaustion**





The Quality Connection Play

Aim for conversations that continue post-event.

Try: “Are you using AI in your day-to-day job yet?”

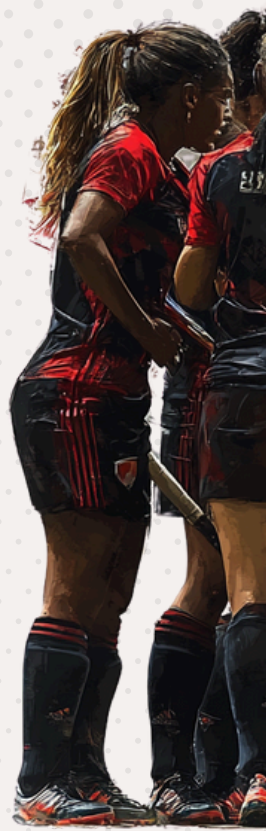
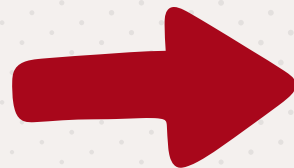




The Authentic Introduction Play

Be curious about the other person.

Try: "I bet you travel a lot. What's your non-work passion?"





The Pre-Game Research Play

Study the attendee list like it's your job.

Try: LinkedIn-stalk speakers you actually want to meet.

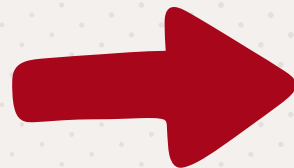


4.

The Wingwoman Formation Play

Ask a buddy to share the conversation starter load.

Try: 2 introverts equal one brave networker. Or pair an introvert & an extrovert for a perfect social combo.





The Deeper Question Play

Ask what keeps them up at night professionally.

Try: "What's challenging about your role these days?"





The Home Base Strategy

Establish a comfortable spot where others can find you.

Try: Finding a quiet spot (ideally near refreshments) often attracts the right people who think like you

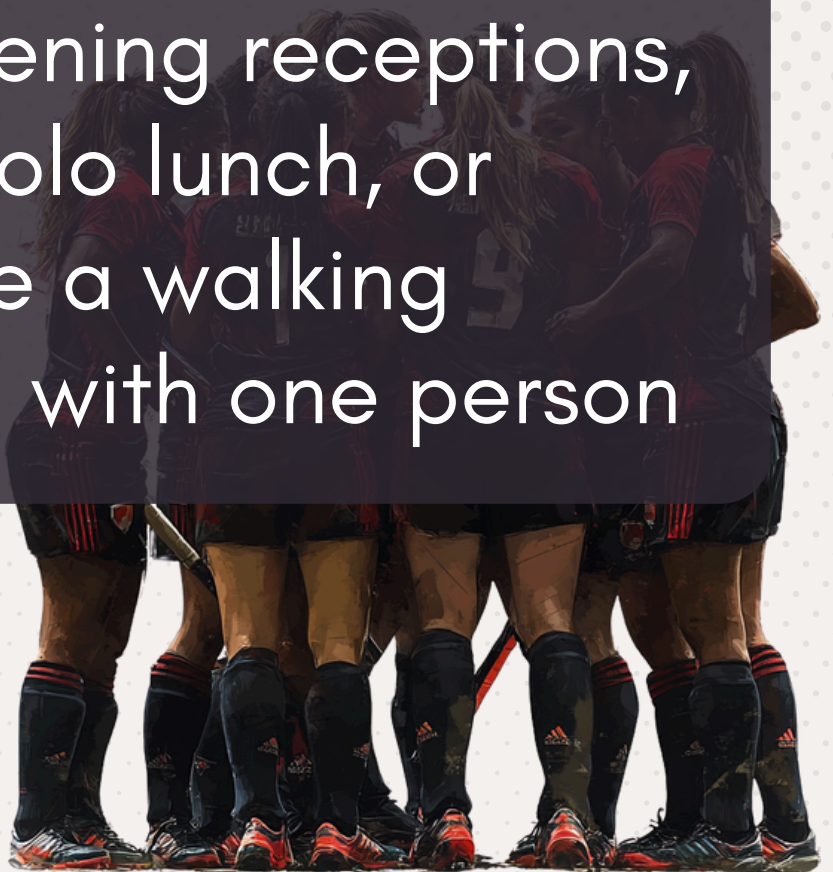




The Energy Management Play

Protect your social battery like the asset it is.

Try: Reject back-to-back evening receptions, plan a solo lunch, or schedule a walking meeting with one person





The Thoughtful Follow-Through

Reference specific points from your conversation.

Try: "I related to the challenge of caring for your mom. I'd love to stay in touch and compare notes."



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