Networking at Conferences

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Today’s Agenda

- Prep
- Entering/Leaving
- Practice
Material Conference Prep

- Attire / Accessories
- The Mirror is Your Friend
- Business Cards
- No knapsacks
- Phone charger
- Preferred note-taking medium
- Keep in mind: coat-check is sometimes a hassle
Mental Conference Prep

- Set Reasonable Goals
- # of people to connect with
- Planning to talk with “Fancies”
- Attending talks/reading papers
- Check things off!
Questions so far?
Entering Conversations

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Entering Conversations

- “Can I break in?”
- “Mind if I introduce myself?”
- “Hey I saw your talk earlier.”
- Reciprocate: open your circles!
Exiting Conversations

- “I’m going to get some more food / coffee. Want to join?”
- “I was hoping to meet 5 people.”
- End with a compliment!
- Request a card/follow-up
Now we’ll play BINGO.
What’s tough about this?
Now we’ll play BINGO again...
Questions?