

7 secrets to mastering online networking

<https://www.businessinsider.com/7-subtle-ways-to-network-more-effectively-online-2017-2>

1. Find the person *behind* the person
 2. Get to know them and what they are passionate about
 3. Add value ... before asking for something
 4. Wait for the right time, when is good for them
 5. Make it personal, what/who do you have in common
 6. Keep it short- Short words. Short sentences. Short paragraphs.
 7. When you go for the ask ... be clear
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Wrong Ways to Network & How to do it Right

<https://www.randstadrisemart.com/blog/6-wrong-ways-network-online-how-do-it-right>

- #1 Wrong Way: Only Networking When You Need Work. **Instead: Constantly networking and engaging others genuinely**
- #2 Wrong Way: Connecting with Someone Only to Ask a Favor. **Instead: Build relationships first and avoid going straight for a request**
- #3 Wrong Way: Not Offering to Help. **Instead: Help where you can**
- #4 Wrong Way: Not Following Up. **Instead: Follow up with your network regularly and keep in touch**
- #5 Wrong Way: Rejecting A Connection Because of Status. **Instead: Add connections regardless of their title**
- #6 Wrong Way: Never Meeting in Real Life. **Instead: Meet up at gatherings or events**
- #7 Wrong Way: Thinking everything needs to be told all at once. **Instead: Start with how you help and a small step to move forward.**