

## Ten Tips for Success at Networking Events

- Be yourself.
- Decide on your goals and develop a plan for accomplishing them.
- Connect with groups and people who spark your interest.
- Use power poses to feel confident and calm.
- Prepare a thirty-second explanation about yourself and what you want or need.
- Consider how you can help someone else directly or pass along a message so it has a better chance of getting to the right person.
- Ask open-ended questions:
  - What business are you in?
  - How did you get there?
  - What is your ideal customer or client?
  - How can I help you?
- Have fun.
- Thank people for their time and interest in you.
- Follow up after the event.



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