

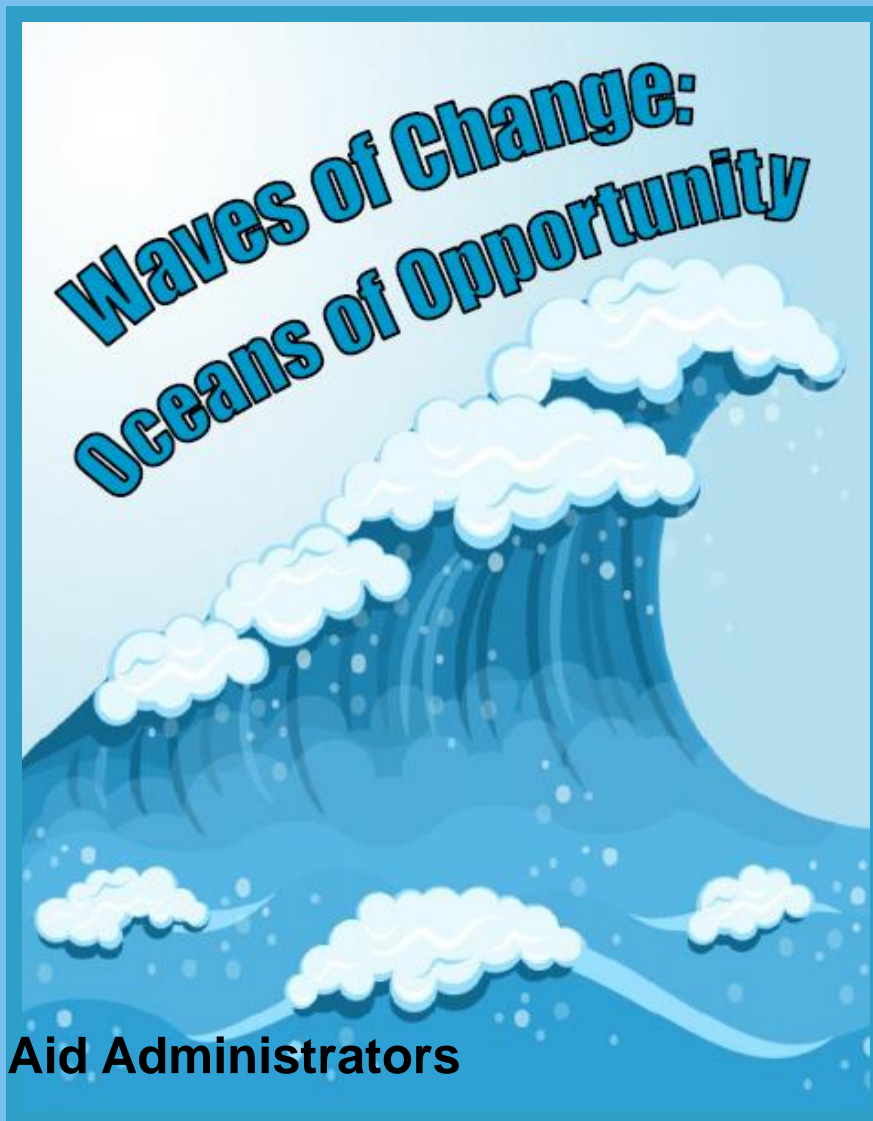
# Networking Skills

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**Ohio Association of Student Financial Aid Administrators  
Spring Conference 2017**

# How to work a room....

Recognize Roadblocks

Remedy the Roadblocks

Pitfalls and potholes

Plan For Your Presence

Conversation Starters

# Recognizing Roadblocks

- #1 “Don’t talk to Strangers!”
- #2 “Wait to be properly introduced (the Scarlett O’Hara Syndrome!)”
- #3 “Good things come to those who wait”
- #4 “Better Safe than Sorry”

# Remedies for the Roadblocks

#1 Redefine the term “stranger”

#2 Practice a self-introduction

#3 Move from “guest” behavior to “host” behavior.

#4 Respond to rudeness

# Pitfalls and potholes!

- Who's important and who's not
- One drink too many
- Patronizing any individual/group (women, elderly, minorities, etc.)
- Inappropriate humor
- Inappropriate dress
- Loud
- Complaining
- No follow through

# Prior Planning Prevents Poor Performance

- Attitude!
- Plan (again!) your self-introduction
- Prepare small talk
- Listen!
- Eye contact/smile
- Handshake

# Making conversation... where do I start?

Read a newspaper a day  
Professional Publications  
Common interests  
Listen

**COMMENTS?  
QUESTIONS?**



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