

VIRTUAL NETWORKING SUCCESS

Virtual networking

- Valuing connections online
- Use available technology
- Start with current connections
- Branch out to shared interests

It's who you know

- Who is in your current network?
- How have you benefited from recently?
- How can they benefit you?
- Do they know someone you would like to connect with?
- Use a third connection?
- Tap one you can work with them
- Check out all the connections along the way.

Master virtual etiquette

- Learn how to be polite and nice online
- Pretend it is in person
- Check the Wi-Fi
 - You do not want to go out in the middle of a event.
- Test out the sound
 - Have someone else check with you.
 - Do it in a new area
- Arrive on time
 - Don't make others wait.
 - Show up a few minutes early
 - Give plenty of time to reschedule if you can't make it
- Introduce yourself
- Be courteous
- Do not pitch

Setting up a virtual networking strategy

- Pick the right social media sites
 - YouTube
 - Instagram
 - Twitter
 - LinkedIn
- Not all social media works for everyone
 - Pick professional sites to work with
 - Find ways to be useful and stand out
 - Have a strategy for posting.
- Connect the social media to everything, including invites
 - Use the right language
 - Do not work with slang
 - Dress professionally
 - Formal
- Always be professional

Choosing the right tools

- Find a good tool for virtual meetings
- Try out a few to see what works and what doesn't
- Think about how you will use it
- None does not work, try another
- Zoom
- Skype
- Upstage
- Anyra
 - Pick from many sources

How to virtual network as an introvert

- Not everyone will respond
- Not everyone will be on board
- Enjoy the situation and get as many as possible
- Listen more than you talk
- Only talk to some important information
- Don't mind about the awkward
- Practice active listening
- Start with ice breakers
- Have a follow up plan
- Know when to say no

Get found online

- Try to make something unique and create it
- Consider what others will look for when searching for you
- Do not go overboard with hashtags
- Keep it no more than one social media account
- Use the right keywords to get found
- Do not just post and ignore
- Respond to those on your page
- Find other pages with the same likes and interests
- Answer messages and questions on your page
- Share information that others find valuable
- Use the right hashtags
- Optimize the bio
- Engage with other accounts

Nurture your current connections

- Connect with them on social media
- Check in on them through social media
- Do not ask for anything
- See how they are doing
- Listen to the responses
- Help if necessary
- Send a text or e-mail
- Be there for them so you can utilize the connection later
- Bring new connections in
- Invite to networking events
- Help both of you meet someone new
- Repeat connections on regular basis
- Be there when they need something
- Make it more likely they will be there for you.

Make new virtual connections

- Make connections from past connections and some of your own
- Send requests to shared connections
- Research common interests and make those connections
- Send requests with a message to personalize it
- Look through linked in
- Only work with connections that you can use
- Avoid spamming or sending out mass invites
- Create your own groups
- Invite current and new connections
- Use Facebook Groups
- Add information to your email signature to stand out
- Look up based on interests
- Find forums your connections are already in
- Use Google Forums
- Choose ones that go with your interests
- Attend and participate
- Join online seminars
- Do not pitch and just listen
- Be an active participant

VIRTUAL NETWORKING SUCCESS 1.

Virtual networking

- 1.1. Making connections online
- 1.2. Use available technology
- 1.3. Start with current connections
- 1.4. Branch out to shared interests

2. It's who you know

- 2.1. Who is in your current network?
- 2.2. How have you benefited them recently?
- 2.3. How can then benefit you?
- 2.4. Do they know someone you would like to connect with?
- 2.5. Look at their connections?
- 2.6. Explore how you can work with them
- 2.7. Check with all the connections along the way.

3. Master virtual etiquette

- 3.1. Learn how to be polite and nice online
- 3.2. Pretend it is in person
- 3.3. Check the Wi-Fi
 - 3.3.1. You do not want it to go out in the middle of an event.
- 3.4. Test out the sound
 - 3.4.1. Have someone else check with you
 - 3.4.2. Do it in a few areas
- 3.5. Arrive on time
 - 3.5.1. Do not make others wait
 - 3.5.2. Show up a few minutes early

3.5.3. Give plenty of time to reschedule if you can't make it

3.6. Introduce yourself

3.7. Be authentic

3.8. Do not pitch

4. Setting up a virtual networking strategy

4.1. Pick the right social media sites

4.1.1. YouTube

4.1.2. Instagram

4.1.3. Twitter

4.1.4. LinkedIn

4.2. Not all social media works for everyone

4.2.1. Pick professional sites to work with

4.2.2. Find ways to be unique and stand out

4.2.3. Have a strategy for posting.

4.3. Connect the social media to everything, including invites

4.4. Always be professional

4.4.1. Use the right language

4.4.2. Do not work with slang

4.4.3. Dress professionally

4.4.4. Keep things standard across different formats

5. Get found online

5.1. Use the right hashtags

5.1.1. Try to make some that are unique and share them

5.1.2. Consider what others will look for when searching for you

5.1.3. Do not go overboard with hashtags

5.2. Optimize the bio

5.2.1. Keep it the same on more than one social media account

5.2.2. Use the right keywords to get found

5.3. Engage with other accounts

5.3.1. Do not just post and ignore

5.3.2. Respond to those on your page

5.3.3. Find other pages with the same likes and interests

5.3.4. Answer messages and questions on your page

5.3.5. Share information that others find valuable

6. How to virtual network as an introvert

6.1. Set good expectations for the situation

6.1.1. Not everyone will respond

6.1.2. Not everyone will be on board

6.1.3. Enjoy the situation and get as many as possible

6.2. Practice active listening

6.2.1. Listen more than you talk

6.2.2. Only talk to share important information

6.2.3. Learn more about the prospect

6.3. Start with ice breakers

6.4. Have a follow-up plan

6.4.1. Know what to do if the first thing does not work

6.5. Know when to say no

7. Choosing the right tools

- 7.1. Pick a good tool for virtual meetups
- 7.2. Try out a few to see what works and what doesn't
- 7.3. Think about how you will use it
- 7.4. If one does not work, try another
- 7.5. Pick from many options
 - 7.5.1. Zoom
 - 7.5.2. Slack
 - 7.5.3. Upstage
 - 7.5.4. Arena

8. Make new virtual connections

- 8.1. Make connections from past connections and some on your own
- 8.2. Look through LinkedIn
 - 8.2.1. Send requests to shared connections
 - 8.2.2. Research common interests and make those connections
 - 8.2.3. Send requests with a message to personalize it
 - 8.2.4. Only work with connections that you can use
 - 8.2.5. Avoid spamming or sending out mass invites
- 8.3. Use Facebook Groups
 - 8.3.1. Create your own groups
 - 8.3.2. Invite current and new connections
 - 8.3.3. Add information to your email signature to expand reach
- 8.4. Use Google Forums
 - 8.4.1. Look up based on interests
 - 8.4.2. Find Forums your connections are already in

8.5. Join online webinars

8.5.1. Choose ones that go with your interests.

8.5.2. Attend and participate

8.5.3. Do not sit back and just listen

8.5.4. Be an active participant

9. Nurture your current connections

9.1. Connect with them on social media

9.2. Check in on them through social media

9.3. Send a text or email

9.3.1. Do not ask for anything

9.3.2. See how they are doing

9.3.3. Listen to the responses

9.3.4. Fill a need if necessary

9.3.5. Be there for them so you can utilize the connection later

9.4. Invite to networking events

9.4.1. Bring new connections in

9.4.2. Help both of you meet someone new

9.5. Repeat connections on regular basis

9.6. Be there when they need something. Makes it more likely they will be there for you.