





1. Turn up with intention, not just attendance

So many people join networking meetings hoping something useful happens.

Then they leave saying, "That was nice," with nothing to show for it.



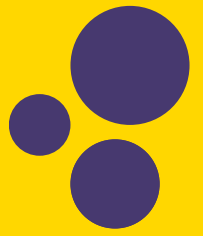
Who would I genuinely like to connect with today?



What do I want from this meeting?

Before you log on, decide what you actually want. A collaboration? A client? Visibility? A conversation with someone specific?

Networking works much better when you're intentional about it.





Am I participating or observing?

2. Stop waiting to be invited into conversations

I see this all the time in online networking.

People stay muted. Camera off. Waiting for someone else to start the conversation or notice them.

You don't need permission to contribute. Use the chat. Speak early. Comment on what someone says.

People remember the people who show up, not the people who sit quietly hoping to be discovered.

What's stopping me from speaking up?



3. Talk like a human, not a pitch

You can almost feel when someone switches into "networking mode."

Their voice changes. Suddenly they sound rehearsed and robotic.

Am I trying to impress people or connect with them?

Would I say this in a normal conversation?

Just talk normally. Say what you do simply. Tell people who you help and why it matters.

People connect with real people. Not polished scripts that sound like everyone else in the room.



4. Follow up like a connector, not a collector

Most people either don't follow up at all or send a generic LinkedIn request and disappear.


If you connected with someone, continue the conversation properly. Send something useful. Introduce them to someone. Mention something they said.

How can I add value to this person?

Networking isn't about collecting contacts. It's about building relationships people actually remember.


Did I follow up with intention or obligation?






5. Choose 1–2 people per session to properly connect with

A lot of people go into networking trying to speak to everyone in the room. That usually leads to surface-level conversations that go nowhere.



Who do I want to build a real relationship with?



Am I focusing on quantity over connection?

You don't need everyone to know you. You need the right people to remember you. A smaller number of genuine relationships will always create better opportunities than lots of rushed conversations.

My name is Maria Newman

I help my clients to regain their confidence, reconnect with who they are and silence their inner critic so they can navigate life with certainty

And who am I?

Back in 2016, the one thing I knew for certain was that I was exhausted. I was on what I now call the treadmill of life. I'd got stuck. I wasn't living life. I was just existing. Going through the motions. I don't mean to paint a bleak picture because I was happy. It just wasn't exactly what I wanted.

It was time to start a new chapter, so I jumped off the corporate bus.

And so, my journey began. Shaping my life to be what I wanted it to be.

This is going to sound like a cliché but I now feel more comfortable in my skin. I feel better mentally and physically. And for me, it all comes down to mindset. The way I talk to myself. The way I view things. Being open to what could be. Being aware of my actions and the way I respond to life. It's about being the best I can be and enjoying the journey.

Now, I would like to help you get to where you want to go.



Great to e-meet you

I hope you have found this guide valuable and it's started you thinking about what you can do to change things.

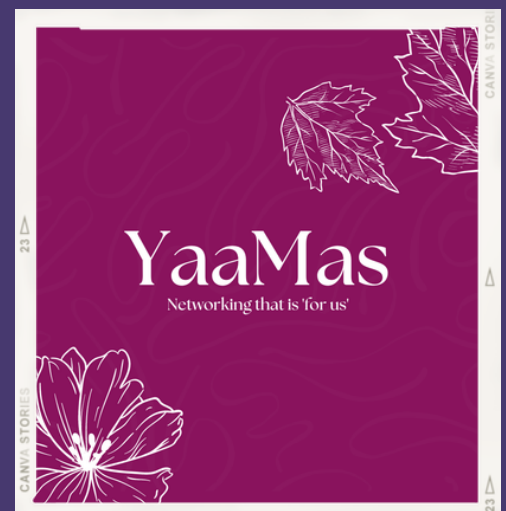


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