

## Lawyer Networking Tips for Introverts

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### *5 Ways to Make an Awkward Networking Event Painless and Productive*



Sure, networking events are one of the most effective ways to meet new people, get referrals, and new business - but what is an introverted professional to do when attending a two-hour event seems downright agonizing?

The answer: Take a deep breath and embrace the situation.

Sounds easier said than done, right?

Well, it is if you let the following networking tips be your guide.

#### **1. Get to the event early.**

Eliminate the intimidation factor by arriving to the event before most of the other attendees.

When you walk into a room full of people who are already engaged with others, it's harder to get in on the conversation. However, when you arrive early, it will be easier to chat with the few others who are already there. You'll also feel more comfortable letting people know that you are new.

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## **2. Bring a buddy.**

If you can, bring a friend or colleague who isn't shy. They can introduce you to others and help you engage in conversations.

Warning: be careful that you don't talk only to your friend and forget about everyone else in the room.

## **3. Look for other people like yourself.**

Chances are there are many other shy people in the room, just like yourself. Look for others who are standing alone or who don't look comfortable. Take a deep breath and go over and introduce yourself. They may be waiting for someone, but you can chat and wait with them. Then they can introduce you to the people they are waiting for.

## **4. Ask a lot of questions.**

If you ask questions and are genuinely interested in the responses, not only do you not have to say much, but will be remembered as friendly and a good listener.

## **5. Don't take a "brush off" personal.**

This is, perhaps, the hardest part of networking: Getting a "brush off." But, if someone brushes you off, don't be apologetic and don't feel like a failure. Maybe they are having a bad day, or don't feel like talking. It doesn't matter why they aren't responsive. What matters is your reaction. Simply move away and regroup.

Bottom line: You don't have to be the most outgoing person in the room to network successfully. You do, however, have to be pragmatic and diligent. While networking may not come easy, even the shyest people can do it - and do it well.

*Article adapted from [An Introvert's Guide to Networking Events](#) by Kendra Brodin.*

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