



## Confidence in networking

Jennifer McCanna PCC

*Leadership Coach*

*Emotional Freedom Technique practitioner*

*Resilience Dynamic practitioner*



## What will we be doing in this session?

At the end of this session, you will have:

- Outed any gremlins who are feeding you unhelpful beliefs about networking, and how they might silence those gremlins
- have some practical openers/questions/strategies for starting networking conversations that feel good, not cringe
- Understand how your body as well as your brain can support in feeling confident
- practised some techniques to support you to feel confident in the moment





How is your  
energy today?

Turn to someone  
new:

Check in with  
your energy  
levels?

What do you  
want to get from  
today?



From Sofia Feldmann



## What is the gremlin saying?



‘you are not expert enough’

‘you don’t’ have anything useful to say’

‘you aren’t senior enough to be here’

‘don’t get stuck with anyone who won’t stop talking’

‘You’re not important enough’

‘you have done no remarkable projects this year’

‘networking is awful’

‘you are going to be FOUND OUT’

‘you are the boring one so best not speak’





What shall we do with this gremlin?

Gremlins hate being noticed!

We can choose a thought or belief that serves us better.

What might some gentle reframes be?

Let's collect some to choose from....



# What makes a great conversation starter?

Being genuinely interested

Being yourself

Adopting a coaching mindset...non judgemental, curious and positive



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# The vagus nerve and how it can help us

Not just for in the room networking!



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## Practical tips



- Look for the croissants
- What are you curious to learn? (and be up for listening)
- What's one project you're really proud to talk about? (don't be afraid to share mistakes)
- Don't be afraid to break the ice with lightness and connection (rather than jokes) it supports trust building brain chemistry
- Set up an accountability buddy (even if they aren't in the room!)
- Take breaks, breathe, check in with your body



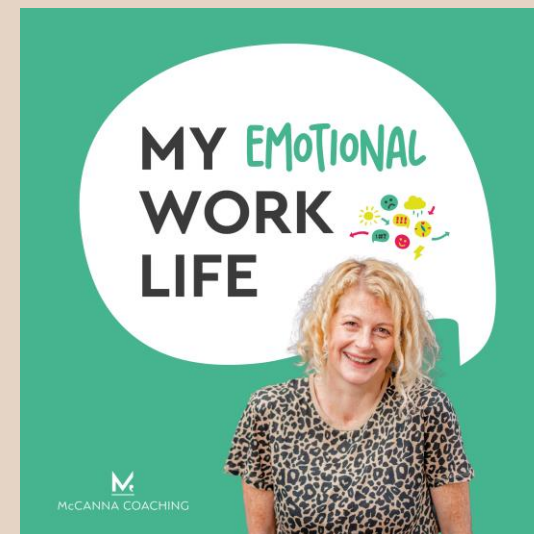
## Useful resources

The work of Amy Cuddy on power posing, for example here [https://youtu.be/phcDQ0H\\_LnY?si=fQ4Sk8VzUihx2Hp1](https://youtu.be/phcDQ0H_LnY?si=fQ4Sk8VzUihx2Hp1)

Taming your Gremlin by Rick Carsen [Taming Your Gremlin® |](#)

The Lucidity Network run by Lucy Gower [The Lucidity Network > Lucidity](#)

My Emotional Work Life: my brand new podcast launching on 18 May – available wherever you get your podcasts!



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