



Confidence in networking

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What will we be doing in this session?



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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?





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?

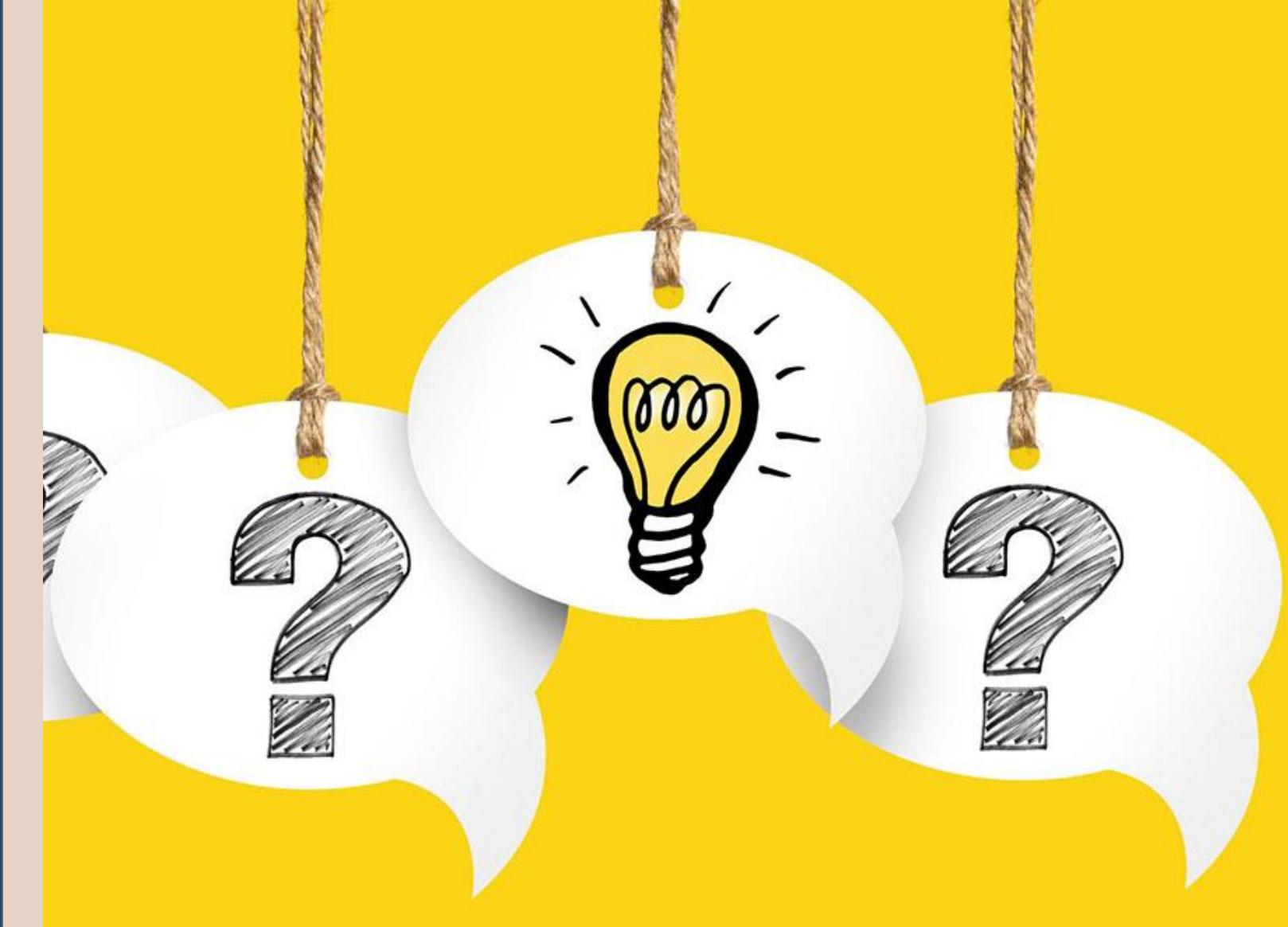
Let's collect some to choose from....

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

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!

