

# How To Win At Networking

At the Wingwoman Collective,  
we swear by these 5 tips:

---

## 1. Identify your target

Walking into an event with the mindset of “let’s just see who’s here” will do you a great disservice. Who are you looking for? Clients? Contacts for a career change? A connection to an investor? Take a few moments to paint a picture of your Target Connection.

## 2. Pitch perfect

You’re standing among a group of new faces, and someone turns to you and asks: “So, what do you do?”. This is your opportunity to set the bar for how others will remember (and speak of!) you. Don't downplay who you are and what you have to offer - be clear, concise, and confident with your Elevator Pitch.

## 3. Know your audience

If you’re a Business Coach looking to connect with Tech Founders, a Happy Hour for Creative Freelancers probably won’t yield many great connections for you. Think about which events your Target Connection would find worthy of attending - then, go find them!

## 4. Kill'em with kindness

Spot someone lingering on your conversation? Be kind and invite them in. Not only will the *Lingerer* be grateful, but the rest of those in the conversation will take a big sigh of relief as well. Plus, you’re eliminating a distraction which means you have everyone’s undivided attention!

## 5. Take the lead

Want to stay in touch? Tell your new connection you’d love to continue the conversation by asking for their info *first*. This ensures they don’t grab your card and run without exchanging contact information. It takes two to tango but someone's gotta lead!

# Define Your Voice

Before you answer the question "So, tell me about yourself?" Craft your juiciest personal introduction! Here's how:



## The Recipe: Personal Introduction =

*Who you are (use your **BOLDEST** adjectives!) + What makes you great + What you want*

Write down 5 of your Personal Adjectives (see sheet below for inspiration):

Write down your 5 best skills and qualities. Circle your top 3 (they may be personality traits or skills learned on the job or at school.):

What do you want? An internship? Job? A mentor? Being bold, concise and clear is the only way to craft an effective ask. Write down what you want below:

Now, using the recipe above, craft your Personal Introduction:

# Personal Adjectives

---

Active	Daring	Frank	Lively	Secure
Adorable	Dazzling	Fresh	Magical	Sensitive
Adventurous	Debonair	Friendly	Mature	Serious
Ambitious	Delicate	Fun	Modern	Silly
Artistic	Delightful	Functional	Natural	Sincere
Athletic	Detailed	Funny	Nifty	Sleek
Brilliant	Determined	Futuristic	Noisy	Smart
Bold	Direct	Generous	No-nonsense	Soothing
Calm	Dramatic	Gentle	Nostalgic	Sophisticated
Caring	Dynamic	Glamorous	Organic	Stable
Casual	Eager	Graceful	Plain	Stimulating
Charming	Earthy	Hip	Playful	Striking
Cheerful	Eccentric	Hilarious	Plucky	Strong
Chic	Efficient	Historic	Powerful	Stunning
Classic	Elegant	Impactful	Professional	Sustainable
Clever	Enchanting	Industrial	Proud	Swanky
Collaborative	Endearing	Informal	Quaint	Timeless
Comfortable	Energetic	Innovative	Quirky	Tranquil
Confident	Ethereal	Inspiring	Radiant	Trustworthy
Conservative	Exciting	Intelligent	Rebellious	Unconventional
Contemporary	Exuberant	Intense	Reflective	Urban
Convenient	Fabulous	Intentional	Relaxing	Versatile
Cool	Familiar	Inviting	Reliable	Vintage
Cooperative	Fashionable	Irreverent	Retro	Whimsical
Courageous	Festive	Jolly	Revolutionary	Wild
Creative	Fierce	Joyous	Romantic	Witty
Custom	Formal	Low-	Rustic	Wistful
Cutting Edge		Maintenance	Scholarly	Youthful