



How to Fall in Love with Networking

7 Playful Ways to Connect Without Feeling Salesy

1. Show up curious, not clever

You don't need a polished pitch or a perfect brand statement. Just bring genuine curiosity. Turn up the compassionate curiosity and see where the conversation flows. Curiosity turns the soil so that strangers can plant seeds of connection.

2. Ditch the mask

We spend so much time crafting niches, websites, and branding. Yet the richest conversations happen when we put that aside and meet the person behind the profile. Forget the brand mask and meet the human.

3. Ask story-inviting questions

Instead of "What do you do?", try "How did you get into coaching" (SO many amazing stories!) or "Tell me about you." (We rarely began talking about coaching straight away- people are so much more!) Questions that invite stories make people open up, laugh and share in ways that feel memorable. There was so much laughter in these calls!

4. Expect nothing, and be surprised

Go into conversations with no agenda. You're not trying to sell, impress or gain anything. When you expect nothing (other than the joy of meeting a new person), you get to be delighted by whatever shows up. That's where the magic happens.

5. Celebrate uniqueness

Every person you meet is bringing something different to the table: experiences, quirks, passions, perspectives. Celebrate that. Uniqueness isn't something to smooth out; it's the very thing that creates connection. It's in celebrating the uniqueness that we discover similarities.

6. Bring presence, not a pitch

It's tempting to think you have to prove your value in every interaction. You don't. Being present, really listening and offering unconditional positive regard is more magnetic than any sales script.

7. Remember: it's not networking, it's connecting

Forget the heavy word "networking." Think of it as having a coffee with a new friend. It's about being human together for 30 minutes. That's it. Connection is the point - and everything else flows from there.

Networking doesn't have to feel fake, forced, or salesy. The best "marketing" isn't about pushing yourself forward it's about showing up with love, curiosity, and presence. Because at the end of the day: Your network really is your net worth.