Show Up Authentically

You do not need to become someone else to network well.

Networking can feel uncomfortable because walking into a room can feel exposed. The goal is not to perform. The goal is to enter the room with presence, confidence, and enough openness to begin a genuine conversation.

The First Seven Seconds

Before you say much, people notice your posture, presence, and energy.

One practical thing I can do in my first seven seconds is:

A Reminder I Want to Carry

Truth: everyone is **not** looking at you.

When I walk into the room, I want to remember:

A Simple Opener I Can Actually Say

Choose or write one opener that feels natural to you.

One simple opener I can use is:

Examples:

- Hi, I'm _____. What brought you here today?
- Hi, I'm _____. Have you been to one of these before?
- Hi, I'm _____. What are you hoping to get out of today?

Mini Practice

Turn to someone nearby and practice:

- posture;
- presence;
- eye contact;
- a simple hello;
- one opener.

The Gold I Carry

You are not walking into the room empty-handed.

The “gold you carry” is the value you already bring into the room. It may not be your job title. It may be your experience, perspective, curiosity, relationships, skill, encouragement, judgment, or lessons learned.

When you understand what you carry, it becomes easier to show up authentically. Networking shifts from:

What can I get? → What can I share?

One Piece of Gold I Carry

One piece of gold I carry into the room is:

Examples:

Experience	Perspective	Curiosity
Encouragement	Community knowledge	Technical skill
Relationships	Good judgment	Ability to listen
Ability to connect people	Ability to solve problems	Lessons learned the hard way

What Gives Me Energy

One thing I am working on, learning, building, or exploring that genuinely excites me is:

How I Might Be Useful

One way I might be useful to someone else is:

Pair Share

Share one piece of gold you carry, or one thing you are genuinely excited about right now.

As you listen, notice the gold the other person carries.

Back-Pocket Questions

Easy Openers

- What brought you here today?
- Have you been to Women in Business before?
- What part of the event are you most looking forward to?
- How are you connected to this event?

Energy-Giving Questions

- What are you working on that genuinely excites you right now?
- What has been energizing you lately?
- What are you learning, building, or trying to understand right now?

Connection Questions

- What kind of conversation or connection would be useful for you at this event?
- Is there anyone you are hoping to meet here?
- What kind of support, resource, or introduction would be helpful right now?

Deeper Questions

- What is something you wish more people understood about your work?
- What has surprised you most in your work lately?
- What is a challenge you are thinking through right now?

My Question for the Practice Block

One question I will ask during the second half of the workshop is:

Listen for the Gold They Carry

As you talk with someone, listen for:

- what they care about;
- what they are working on;
- what gives them energy;
- what might be useful to them;
- whether there is a thoughtful follow-up you can offer.

Follow-Up Guide

Follow-up is not a sales funnel. It is how you honor a real conversation.

Simple Follow-Up Template

I enjoyed our conversation about _____.

You mentioned _____.

I thought of _____.

Would it be useful if I _____?

My Follow-Up Commitment

One person I may want to follow up with is:

One action I can take within the next 24–48 hours is: