

THE STRENGTHS STUDIO

Illuminate Potential. Expand Possibility.

NETWORKING WITH STRENGTH

Instructions: Networking doesn't have to feel like a performance. When you lead with your strengths, it becomes an expression of who you are, what you bring, and how you can contribute for collective impact. Use this guide before, during, and after your next networking opportunity.

REFLECT ON YOUR NETWORKING STYLE

Start with your Top 5 or Full 34 report and reflect on a few key questions

1	What feels energizing when I network or connect with others? <i>(e.g., One-on-one deep conversations, learning a new concept, sharing big ideas)</i>
2	What feels draining or uncomfortable in a networking environment? <i>(e.g., Rapid-fire small talk, large chaotic crowds, surface-level pitches)</i>
3	Which of my dominant themes can I deploy to change the conditions? <i>(e.g., Relator → Focus on 2 meaningful connections. Learner → Ask high-curiosity questions)</i>

CRAFT YOUR STRENGTHS-BASED ELEVATOR SPEECH

Use this outline to draft a 60-second introduction that feels authentic and compelling.

1	Who are you? <i>(Not just your title – what is the natural role you play?)</i>	
2	What matters most to you? <i>(What is the core mission or work that fuels you?)</i>	
3	What do you contribute? <i>(What is the unique value and impact you make?)</i>	

BRING IT ALL TOGETHER - YOUR 60-SECOND SPEECH

Framework: "I am a [Q1]. In my work as a [Your role/title], I focus on [Q2]. What I love to contribute is [Q3]. I'd love to hear about you and what brings you here today?"

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NETWORK WITH IMPACT

Networking is an exchange. A strengths-based networking conversation has three moves to intentionally shift from transactional to impactful.

1	SHOW UP	Lead with your elevator speech. Bring your strengths into the room. Be present. Open the door for others to share. → Key Question: I'd love to hear about you and what brings you here today?
2	EXCHANGE	Engage and listen for what others bring and need. Know what you can offer based on your strengths. Look for complementary partnerships. → Curiosity Question: What is a project you are working on that fuels or excites you? → Strategic Alignment Question: What kind of partners or resources are you looking to connect with right now to help you move your work or mission forward?
3	CONNECT	Offer what you can contribute. Ask how you can be a resource. Make the follow-up count. → Ask yourself: How can I be a resource or connector for this person? → Consider: Who in my network should they meet? → Follow up: Within 48 hours send a note, make a connection, or connect on LinkedIn.

“The most powerful networking is simply being yourself, intentionally.” – Jen Williams

POST-NETWORKING REFLECTION

After the networking event, reflect and adjust for next time.

1	What worked well?	
2	What felt draining?	
3	What is one adjustment to make for next time?	