Reducing Your Networking Fear

- How can you reduce your fear and anxiety?

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Philosophy

- The person you are speaking with will be in a better position after your call
- You are building a relationship, not just trying to get a job
- You are not a telemarketer

Pre-Call

- Have a routine
- Do something to pump you up (listen to/sing your favorite song, poem, exercise, etc.) or
- Do something to slow you down (see next page)

During Call

- Assume power pose
- Hold on to something like a coffee mug
- Put up sticky note with "breath" on it
- Mute and scream out loud
- Put affirmations within your vision