



# 9 Pillars of Remote Networking Etiquette



1

## PROVIDE VALUE

Consider how your knowledge, expertise, and skills can help others. People are much more likely to help you if you've helped them in the past. This can be as simple as answering a question posed on social media or forwarding a link to someone who may benefit from it.



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## CONTRIBUTE THOUGHTFULLY

Make sure each time you contribute online through social media, blogs, or other platforms, that you consider your wording, tone, and content carefully. Social media moves fast, but mishaps can be hard to live down.



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## GIVE MORE THAN YOU GET

Don't be a needy networker. Make sure you strive to give more than you get in every relationship. Let people know they can count on you, let them know you care about their success and want to help in any way you can.



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## BE GENUINE

Networking can be awkward for a lot of people, and the more you try to be someone you're not, the worse off you'll be. In all your interactions, try to relax and just be yourself. (or, ya know...the polished version of you.)



5

## MAKE IT UNIQUE

Take a moment to learn about each person before reaching out for the first time. Try to include a unique element to each message, so they know you're talking to them specifically, not just sending out dozens of canned messages.



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## LEAD WITH GRATITUDE

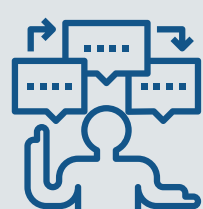
Gratitude goes a long way. When you are asking for someone's time or expertise, if you lead with your own appreciation and an acknowledgement of how much it would mean to you, they're much more likely to say 'Yes'.



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## RESPECT OTHERS' TIME

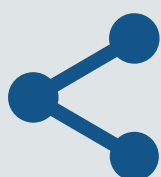
**NEWS FLASH:** Everybody's busy, and we all think we're busier than everyone else. If someone actually does agree to give you some of their time, be respectful and don't take up any more of their time than necessary.



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## PLAY THE LONG GAME

Don't be the one who only networks when it's beneficial to you. Make it a long-term good habit. Building relationships takes time, so decide now that you're in it for the long haul.



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## SHARE GENEROUSLY

Share posts from people you like, admire, and respect. In doing so, you not only help their information reach a larger audience, you also help yourself 'get on their radar', develop your relationship with them, and even build your own authority in your career space.