Step 1
Before the Conference
- Make a short list of people you would like to network with
- Have a 30-second pitch ready with your name, expertise, and interests

Step 2
During the Conference
- Practice networking skills
- Focus on building contacts
- Ask questions
- If you are interested, offer up some volunteer time

Step 3
After the Conference
- Follow up with people with whom you exchanged information with
- Even if you didn’t get a business card, add folks to your LinkedIn account