

Networking with Ease Toolkit

AAMC Virtual Communities | Cultivating Ease Series

1. Rethink Networking

Networking isn't about collecting contacts — it's about cultivating *connection*. When we lead with ease, curiosity, and generosity, it feels lighter and more genuine.

Reframe your mindset:

- From “I have to impress people” → to “I want to learn something new.”
 - From “I need to meet everyone” → to “I want 2–3 meaningful conversations.”
 - From “Networking is awkward” → to “Networking is sharing stories.”
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2. Quick Wins for Everyone

- ✓ **Set an intention.** Before an event, ask yourself: *What do I want to give? What do I hope to receive?*
 - ✓ **Prepare your story.** Have a 20-second introduction that feels authentic (“I’m passionate about…”).
 - ✓ **Ask great questions.** “What are you working on that excites you?”
 - ✓ **Follow up fast.** Send a short message within 48 hours.
 - ✓ **Use your tools.** Post, comment, or message in the AAMC Virtual Communities — it’s networking made easy.
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3. For Introverts: Connect with Comfort

 *Ease doesn't mean hiding — it means aligning with your rhythm.*

- **Reflect first.** Jot notes or practice talking points before events.
- **Small groups win.** Find 1–2 people to connect with deeply instead of large crowds.
- **Use asynchronous tools.** Comment in VC discussions or share written reflections after sessions.
- **Plan quiet recharge moments.** Build downtime into your conference schedule.

- **Follow up in writing.** Thoughtful messages often feel more authentic than quick chats.

🌱 *Mantra: I don't have to be the loudest voice to be remembered.*

4. For Extroverts: Channel Your Energy with Purpose

☀️ *Ease is about balance, not slowing down.*

- **Start with listening.** Give others space to share — curiosity keeps conversations flowing.
- **Anchor connections.** Introduce new contacts to others — be a connector, not a collector.
- **Watch for cues.** Some people need reflection time; ease invites everyone in.
- **Capture insights.** Jot notes after sessions or use your phone to log ideas.
- **Extend online.** Keep energy going in the VC threads — post session takeaways or shout-outs.

💡 *Mantra: My energy helps others open up when I lead with presence, not pressure.*

5. Life Hacks for Networking Anywhere

Scenario	Easeful Hack
Big conference crowds	Start at poster sessions or small group discussions — easier entry points.
Virtual events	Keep your camera at eye level, smile naturally, and use chat to connect.
Running low on energy	Step away for a breath, refill water, or do one slow stretch — ease first.
Meeting someone new	Lead with gratitude: “I’m glad we met — your insight on X stuck with me.”

Scenario

Easeful Hack

Following up

Send a quick VC or LinkedIn note: “Great chatting — I’d love to continue this.”

6. Keep the Ease Going

- Post one insight in your VC this week.
- Join the *Easeful Networking* thread and share your favorite tip.
- Schedule a 15-minute chat with someone you met.
- Reflect at week’s end: *What felt easy? What sparked joy?*

 *Ease grows where intention and authenticity meet.*