

# Speed-dating 101

Getting the most out of group  
networking gatherings

# Videos - how not to do it ...

- This one - Graham Norton on Speed-dating (YouTube)

# Possible goals

- To build a resource network ...
- To meet tutors or mentors ...
- To penetrate an industry ...
- To identify new clients ...
- To change employers ...

# Understanding the rules

- Introduce yourself
- Have a business card ready
- Don't talk about yourself
- Ask questions and listen
- Probe, but gently and nicely
  
- Don't have sex on the first date

# The purpose

- To get a second date
- To get introduced to a more compatible date
- To learn

# Get help from a 'Hitch'

- Find an experienced/successful dating guide (see movie; "Hitch")
- Get a 'wing man'
- Smile and be positive

# What's your approach?

- Develop at least 5 good pick-up lines, and vary them often
- Develop at least 5 'hook' stories about your hopes and dreams, and mix and match at will
- Be nice = be likeable (whatever that means to you) and check with others

# Rules of Follow-up dates

1. Do not, **EVER**, ask for a job
2. *Ask* if you may call next week, and do it
3. Do not be late - and do not overstay your welcome
4. Prepare questions in advance (Research!)
5. Don't turn your second date into a job interview - stay in control