

Networking Remotely - Tips and Tricks

Tip 1 - Join VWL!

Become a member or sign up to one of our 9 fantastic sub-committees if you're looking to become more actively involved. Doing so is a great way to connect remotely and to contribute to the advancement of women in the legal profession during this difficult time.

Tip 2 - Get active on LinkedIn & update your profile

One benefit of working from home is the time saved on your daily commute! Use that time wisely by updating your LinkedIn profile and putting your name out there by sharing information which showcases your expertise!

Tip 3 - Reach out via video conference

Videoconferencing via Zoom, WebEx or Microsoft Teams is a great way to build personal connections with your clients or contacts. Reach out and enjoy a virtual coffee catch up or sign up for a virtual exercise class! Seeing others in their home environment will encourage a more relaxed conversation which can help build relationships.

Tip 4 - Get involved in forums

Forums are quickly becoming the best way to make connections within your current networks or to open up opportunities within other networks. Participating in a forum will allow you to share insights with your peers, obtain advice from industry experts and gather valuable resources.

Tip 5 - Contact clients you haven't heard from recently

It is more important than ever to reach out to people during such uncertain and difficult times. Check in with clients you haven't kept in touch with to see how they're coping and to offer assistance if they need it. Treat it as a goodwill call, not a sales call.

Tip 6 - Approach new contacts and look for opportunities

Don't be afraid to put yourself out there, whether that's by sending someone a thoughtful message alongside your invitation to connect on LinkedIn, offering your assistance to your neighbours by putting up a flyer in your building or by sending an email to a speaker at a forum/webinar you've attended. You never know where your networks can take you - take the risk!