



Networkers That Don't to Let Go – A Proven Solution to a Common Problem

by Sharan Tash

Have you ever been at a networking event, business function or even a family event and you get “stuck” with a person that will not let you leave? There are times when you can see them coming, but you don't know what to do. Other times you meet someone new at an event and they turn into your worse nightmare. They keep you cornered for 10, 20, 30 minutes or more. Don't you want to scream?!

As an attendee at an event you can handle this situation in several ways. The inexperienced networker will continue the conversation with the other party until the conversation runs out of steam or the other person leaves. This non-solution does several things – none of which is good and gives you the reputation as a poor communicator:

- You end up not listening – your eyes glaze over
- You plan tomorrows day
- You look around the room trying to find someone you know
- You start shifting your weight from leg to leg maybe even tapping your foot
- You pull out a book and start reading (just kidding)

Business and networking events are for meeting new people. One of the main reasons I go to events is to meet interesting “givers” that I would like to meet outside of the event on a one-on-one meeting. When I am trapped by someone that will not leave me alone (I teach people that they should spend no more than 5-10 minutes with a person at an event) I use the following dialogue (of course I have to jump in when they finally take a breath):

“Jackie, you have such a fascinating story. I feel terrible that I have monopolized so much of your time (I blame myself). I know you came to this event for the same reason as I did. We both want to meet a lot of people, so I apologize for taking so much of your time. I am going to let you meet some new people, and I will do the same. If you don’t mind, if I meet someone that would be a good referral for you, do you mind if I bring them over to meet you?” (How can they say no to that proposition?)

Now, what happens if they say they like talking to you and getting to know you? What do you say then?

“Thank you Jackie. It was nice getting to know you too, but I attended a master’s class on [Boomerang Networking](#)[™] and Sharan said we should not spend more than 5-10 minutes with any one person. If we find a connection has been made, we can then set up a one-on-one meeting outside of the event.” I have never needed to use that statement in any event I have attended so the likelihood of someone needing to use it is fairly slim.

Remember, your time is one of the most valuable assets you have control over. If your goal is to meet new people at events, you must take the initiative and disengage from people that want to monopolize your time.

To learn more about the art of Boomerang Business Development, [Boomerang Networking](#)[™], and [Boomerang Sales](#) and to develop the skills of listening, asking questions and giving, contact Sharan Tash at [The Professional Networker](#) or email Sharan@SharanTash.com.

Handouts and materials are copyright © by The Professional Networker®, Inc. They are not to be shared with, distributed to, or photocopied by any other parties outside of this session without written permission by the above party.