

Cheryl Farrell **C**ommunications

IABC-LA Networking Event
"The Art of the Ice Breaker: Glacier or Ice Cube?"
February 29, 2012
Cheryl Farrell

Summary: a few tips for panic-free interactions with "strangers."

Internal Work: Are you an introvert or extrovert? According to Myers-Briggs, the definition is based on what gives you energy—not based on behavior. My advice: know yourself and your preference for being around people or being introspective. This insight will motivate you to show up and determine how to break the ice.

External Work

1. Test ice breaker in emotionally "safe" places
2. Confined spaces are networking-friendly
3. Have a topic of the day—be well read
4. Reframe networking: outwardly-focused is an "exchange of attention"
5. Use humor ... if you're funny!
6. Know your audience—not based on assumptions
7. Manage your expectations – remember, .300 batting average is excellent



Resources

[Quiet: The Power of Introverts in a World That Can Stop Talking](#), by Susan Cain (2012)
Crown Publishers ISBN 978-0-307-35214-9

[How to Work a Room](#), by Susan RoAne (2007)
HarperCollins Publishers ISBN 978-0-06-123867-3

[Please Understand Me: Character and Temperament Types](#), by Keirseay and Bates (1984)
Prometheus Nemesis Book Company ISBN 0-9606954-0-0

Dorothy Dalton – UK Talent Management Strategist
<http://dorothydalton.com/2011/05/10/what-is-your-networking-strategy-score/>

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