



**101 Lame Excuses Not to Network
For FountainBlue's Transitions Event
June 21, 2007**

Reasons Not to Attend Networking Events

Money Issues

1. It costs too much money.
2. Parking is expensive and hard to find.
3. The program is not worth the money.

People Issues

4. It's hard to meet quality people.
5. The same people show up every time.
6. The people there have WIIFM (what's in it for me) antennae on.
7. I met the most annoying person at that event last time.
8. Someone I've been trying to avoid will likely be there.
9. The people who network don't have anything better to do.
10. The people who network are too aggressively selling their services.
11. I hate being targeted by people I don't want to talk to.
12. I won't have anything in common with the people in attendance.
13. I won't have the opportunity to talk to the right people.
14. Only brown-nosers attend those events.
15. Only the people I don't want to talk to will follow up with me.
16. I will not be welcomed by the other attendees.
17. The people I met there last time weren't interested in talking to me.
18. I might run into someone who I've been trying to avoid.
19. I already know everyone I need to know.

Time Issues

20. I have too much work to do.
21. I have too much business to handle.
22. I'm juggling too much right now. Perhaps in a few weeks/months.
23. My friend/partner will be there, so I don't need to go.
24. Following up after an event is so much work.
25. It takes too long.

Logistics Issues

26. My favorite outfit/lucky tie is at the dry cleaner's.
27. It's too far away.
28. The event logistics are cumbersome.
29. I don't have my resume (brochures) ready.
30. I don't have someone to go with.
31. I'm not ready to meet with great potential investors/partners/employers yet.
32. It will be too loud.
33. I got food poisoning the last time I went there.
34. I won't be able to hear.
35. It's hard to see the speakers.
36. It will be too crowded.
37. The last time I was there, they ran out of food.

Program Issues

- 38. The program is not of interest to me.
- 39. I already heard the speaker.
- 40. The topic has been covered so many times!
- 41. I should be the one giving the presentation.
- 42. The presentation will be old and outdated.
- 43. I don't agree with the program premise.

Defeatist Complaints

- 44. I don't like to chit chat.
- 45. I'm painfully shy.
- 46. I'm much more comfortable/too busy doing my e-mail, updating my resume, following up via e-mails, etc.,
- 47. I've helped so many people but nobody ever helps me!
- 48. I fear rejection.
- 49. I keep meeting people and following up, and nothing comes of it!
- 50. I have never gotten a lead or introduction from attending that event.
- 51. I haven't followed up from the last event I attended.
- 52. Nothing will come of it.
- 53. It won't get me the leads/connections I'm seeking.
- 54. Since I'm new to the group, I won't get what I need from the connections I make.
- 55. They're going to try to get me more involved than I can afford to be.
- 56. I probably won't meet the kind of people I would like to connect with.

Legitimate/Acceptable Reasons Not to Attend Networking Events:

- 1. It's not a quality/strategic program, organization, audience for you.**
 - a. Know who you're targeting and which events would get you connected to the right people. Insist on only attending events which meet your criteria.**
- 2. It's too expensive/doesn't provide the value for the cost for you.**
 - a. Insist on getting your money's worth.**
- 3. The event would interfere with your work/life balance.**
 - a. Know your priorities.**
- 4. You are not prepared with the objectives and materials for attending the event.**
 - a. Get prepared.**

Reasons Why Not to Network One-On-One, or in a Small Informal Group

They Don't Want to Meet with Me

- 1.
2. They won't remember me.
3. They didn't like me.
4. He/she hasn't seen my best side, so she/he doesn't think much of me.
5. They are busy people.
6. She/he is probably on vacation.
7. It's a busy time of year.
8. He'll think that I'm being pushy.
9. She/he was mean to his/her admin.
10. They're just leaving their current position.
11. They just started a new job.
12. I wasn't helpful to them when they needed me.
13. They're going through a layoff. There's nothing they can do for me.
14. I heard they hired someone already/already have someone to do what I wanted to do.
15. There's no reason for them to help me.
16. They will wonder what's in it for them.
17. They will be suspicious of my motives.
18. They're probably not able to help me.
19. They didn't help my friend.
20. I know that they'll be out of town.
21. They'll just say no.

Logistical Hurdles

22. I don't have their phone number.
23. I won't be able to get past the gatekeeper.
24. There are no good venues to meet in small groups.
25. They won't take my all.
26. They live too far away.
27. I never get out that way.
28. I don't like his/her favorite restaurant.

I Have Nothing to Offer Them

29. I can't help them.
30. I'll wait until I have more to offer them.
31. I hate asking for something when I don't have anything to offer.
32. Why would a busy person want to spend time with me?

What's the point?

33. It's so much easier to stay at home. I can be more efficient there.
34. I have too much e-mail to do/memos to write/materials to create/programs to write.
35. Even if they meet with me, they won't respond to my follow-up e-mails.
36. Last time, he didn't show up.
37. I don't like to chit chat.
38. I don't want to write a thank you e-mail after meeting them.
39. I don't want to feel like I owe them anything.
40. I don't share their political/religious/other beliefs.
41. I'm not ready to meet with them.
42. One-on-one meetings are not as effective as attending events.
43. Meeting one-on-one is not a good use of my time.
44. I'm just not up to it.
45. What if I say the wrong thing?

46. I've never needed to network with others before, why do I need to do it now?

Legitimate/Acceptable Reasons Not to Meeting One-On-One, In Small Groups:

- 1. The person who could help you lacks integrity/proved himself untrustworthy.**
 - a. Unless he/she proves she/he has turned over a new leaf, it's not worth your time or theirs.**
- 2. It's not a strategic connection for you.**
 - a. Be clear if you'd like a social or business connection. If it's for business, make the objective clear to you and to them.**
- 3. They don't have much time, and you're not ready.**
 - a. Be strategic, be prepared. Don't waste the time of important people as they would not connect you with other important people.**