

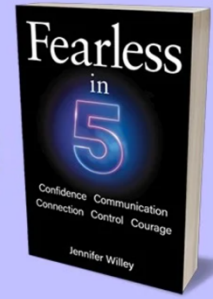
TECH TOOLS FOR NETWORKING LIKE A NATURAL™



Tech Tools to NETWORK LIKE A NATURAL

Use Systems to Increase Efficiency and Connectivity

Available
online
now



Networking has changed dramatically. Relationships are still built through trust, generosity, communication, and consistency—but technology can now help make the process easier, faster, more organized, and less awkward.

The right tools can help you:

- Follow up more consistently
- Stay top of mind
- Organize contacts and conversations
- Build stronger relationships over time
- Reduce networking anxiety
- Simplify scheduling
- Improve visibility and credibility
- Create more opportunities through consistency and connection

The goal is not to automate relationships. The goal is to remove friction so you can spend more time building authentic human connection.

1. Digital Business Cards

Paper business cards often get lost, damaged, or forgotten. Digital business cards make it easier for people to instantly save your information, connect on LinkedIn, schedule time with you, or learn more about your work.

Popular tools include:

POPL: One of the most widely used digital networking tools. POPL allows you to instantly share your contact information, LinkedIn profile, website, calendar link, social media channels, PDFs, portfolios, videos, and more using a QR code, text message, Apple Wallet, or NFC tap card.

Helpful for:

- Conferences and trade shows
- Speaker events
- Recruiting and hiring
- Networking receptions
- Sales meetings

Questions to consider:

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- Does your digital business card clearly explain what you do?
- Is your LinkedIn profile updated before networking events?
- Does your profile include a professional photo and clear value proposition?
- Are your calendar links and website easy to access?

HiHello: A polished digital business card platform with strong customization and analytics features. Helpful for professionals who want multiple card versions for different audiences or industries.

Bling: Simple, clean, and easy to use for professionals who want a modern digital networking experience without a complicated setup process.

2. Scheduling Tools That Eliminate Friction

One of the biggest networking mistakes people make is failing to follow up because scheduling feels cumbersome. Modern calendar tools make it easy to move relationships forward quickly.

Calendly: One of the most popular scheduling tools for professionals, entrepreneurs, consultants, recruiters, speakers, coaches, and sales teams. People can instantly book time on your calendar without endless back-and-forth emails.

Helpful uses include:

- Networking coffees
- Mentoring sessions
- Discovery calls
- Client meetings
- Office hours
- Podcast interviews
- Internal collaboration
- Career conversations

Best practices:

- Create different meeting types for different purposes
- Add buffer time between meetings
- Include thoughtful confirmation messages
- Customize questions to gather helpful context beforehand

Acuity Scheduling: Especially useful for coaches, consultants, trainers, service providers, and businesses that require payment integration, intake forms, or more customized workflows.

Google Calendar Appointment Schedules: An increasingly popular built-in option for professionals already using Google Workspace who want a simpler scheduling solution.

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3. Relationship Management Tools

Don't rely on memory to maintain relationships. That becomes impossible as your networks grows. Relationship management tools help you remember details, follow up consistently, and stay organized without feeling transactional.

[Nimble CRM](#): A relationship-focused CRM designed for professionals, consultants, entrepreneurs, and small businesses. Nimble helps track conversations, social engagement, follow-ups, notes, and relationship history in one place.

Helpful for:

- Managing networking contacts
- Tracking introductions
- Following up after events
- Remembering personal details
- Organizing referral opportunities
- Building strategic partnerships

[HubSpot CRM](#): A robust free CRM platform that works well for sales, marketing, partnerships, and relationship management.

4. LinkedIn Tools + Visibility

Networking does not end after the event. Visibility matters.

[LinkedIn](#): Polish your profile on this powerful platform for professional relationship-building, thought leadership, recruiting, referrals, speaking opportunities, and business development.

Questions to ask yourself:

- Does your headline clearly explain your value?
- Would someone immediately understand what you do?
- Does your About section sound human and approachable?
- Are you posting insights or simply consuming content?
- Are you engaging thoughtfully with other people's content?

Helpful networking habits:

- Always send personalized connection requests
- Follow up within 24–48 hours after events
- Comment thoughtfully on others' posts – it shows up in others' feeds!
- Share valuable insights consistently
- Stay visible without making every post self-promotional

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[Canva](#): Use this free tool for creating LinkedIn graphics, presentations, digital portfolios, and visual personal branding materials.

5. AI Tools to Improve Networking Confidence

Reduce networking anxiety by using AI to prepare, communicate more effectively, and follow up consistently.

Generative AI Tools like [ChatGPT](#) and [Microsoft Copilot](#) are helpful for:

- Drafting networking follow-ups
- Improving LinkedIn profiles
- Creating elevator pitches
- Preparing for conferences
- Practicing difficult conversations
- Brainstorming conversation starters
- Summarizing meeting notes
- Researching attendees before events
- Writing thank-you messages
- Building thought leadership content

Helpful prompts:

- "Help me create a 30-second networking introduction."
- "Rewrite my LinkedIn headline and 'About' section to sound more compelling."
- "Draft a follow-up message after meeting someone at a conference."
- "Help me prepare thoughtful questions for a networking event."
- "Turn my experience into a stronger executive bio."
- "Help me sound more confident and concise."

Notetaking Tools: [Otter.ai](#) and [Fathom](#)

Useful for capturing meeting notes, action items, and conversation insights so you can focus more fully on relationship-building during conversations.

6. Conference + Event Networking Tools

Large conferences can feel overwhelming. These tools help simplify follow-up and organization.

[Brella](#): Popular for conference matchmaking and event networking.

[Swapcard](#): Used by many large conferences to facilitate attendee networking, scheduling, and engagement.

[Eventbrite](#) and [Meetup](#): Helpful for discovering local networking events, professional communities, workshops, and industry gatherings.

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Reflection Questions

- Which networking tools could simplify your workflow most?
- Where do you currently lose momentum in relationship-building?
- Are you making it easy for people to connect with you?
- Does your digital presence reflect the value you bring?
- What small habit could strengthen your networking consistency?
- Who should you reconnect with this month?
- What relationships deserve more intentional investment?

Networking becomes far less intimidating when you stop thinking about “working the room” and start thinking about building genuine relationships one conversation at a time.

Don't Stop Here! Check out [Wet Cement's Tools](#) for more inspiration, insights and ideas.