

# Networking for Leaders

Tramale Turner (@shidoshi)

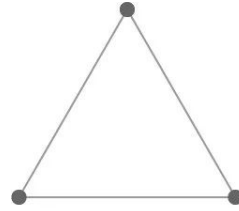
# What this talk is not going to do...

- Teach you Networking 101
- Be overly dogmatic
- Proxy a bunch of blogs, YouTubes, TikToks, or podcasts
- Quote Mahatma Gandhi
- Use any text this small again
- ...or, bulleted lists

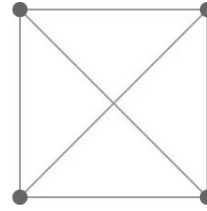
LET'S TRY AN EXPERIMENT

$$\# \text{ OF LINKS} = \frac{N(N-1)}{2}$$

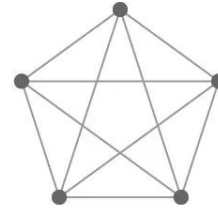
[WHERE N = # OF PEOPLE]



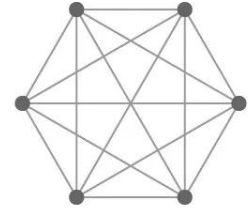
3 people, 3 lines



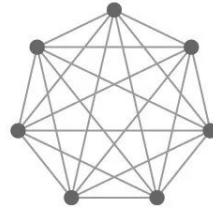
4 people, 6 lines



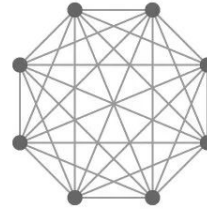
5 people, 10 lines



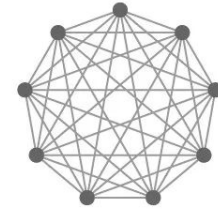
6 people, 15 lines



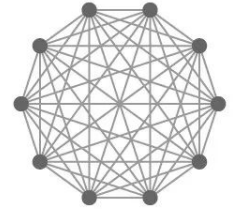
7 people, 21 lines



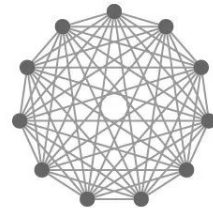
8 people, 28 lines



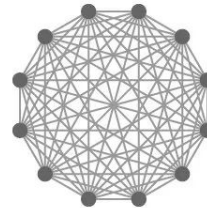
9 people, 36 lines



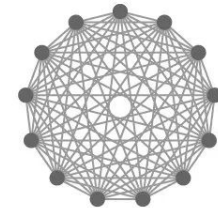
10 people, 45 lines



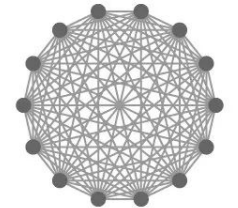
11 people, 55 lines



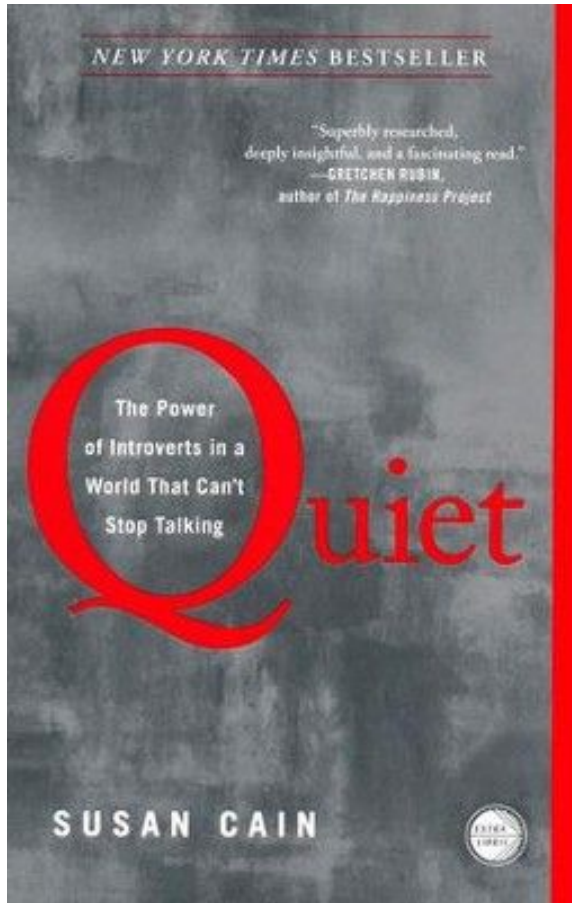
12 people, 66 lines



13 people, 78 lines



14 people, 91 lines



But, what if you're an introvert?

"One of the most important lessons we can learn in this technology-heavy world..."

—SOLEDAD O'BRIEN, *Broadcast Journalist and Producer*

# THE LOST ART OF CONNECTING



THE GATHER, ASK, DO METHOD  
FOR BUILDING MEANINGFUL BUSINESS  
RELATIONSHIPS

**SUSAN McPHERSON**  
with JACKIE ASHTON

(Don't tell anyone, but meaningful connections matter for *extroverts* too...)

#1 NEW YORK TIMES BESTSELLING AUTHOR

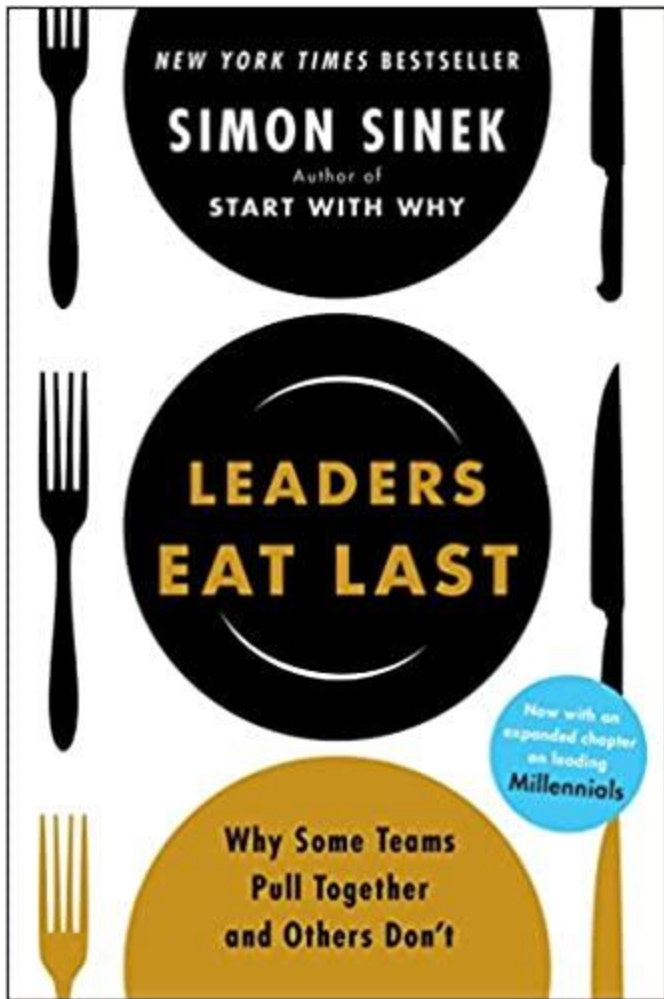
EXPANDED  
AND  
UPDATED

# never eat alone

AND OTHER SECRETS TO SUCCESS,  
ONE RELATIONSHIP AT A TIME

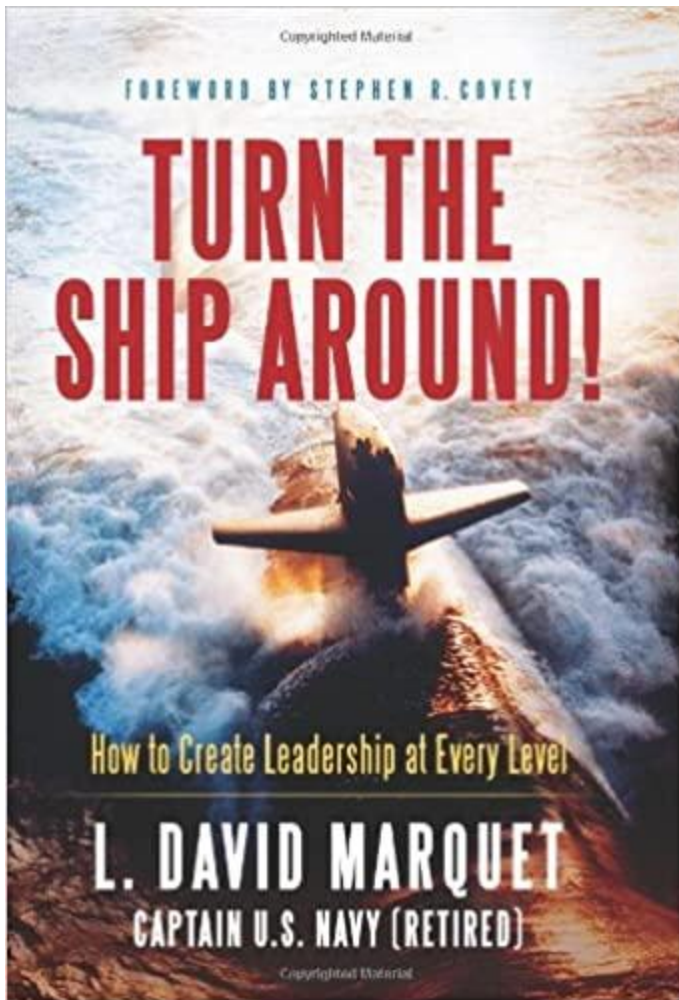
**KEITH FERRAZZI**  
AND TAHL RAZ

Don't be like Tramale



If they aren't careful,  
they also *eat crow*...





Just generally a good life lesson, especially when making new connections...

intent != impact

TRILLION  
DOLLAR COACH

—  
THE LEADERSHIP PLAYBOOK  
OF SILICON VALLEY'S

BILL CAMPBELL

—  
ERIC SCHMIDT  
JONATHAN ROSENBERG  
AND ALAN EAGLE



How to become CTO  
with these easy  
steps...

UPDATED EDITION

CAROL S. DWECK, Ph.D.

# mindset

THE NEW PSYCHOLOGY OF SUCCESS

HOW WE CAN  
LEARN TO FULFILL  
OUR POTENTIAL

2  
MILLION  
COPIES  
IN PRINT

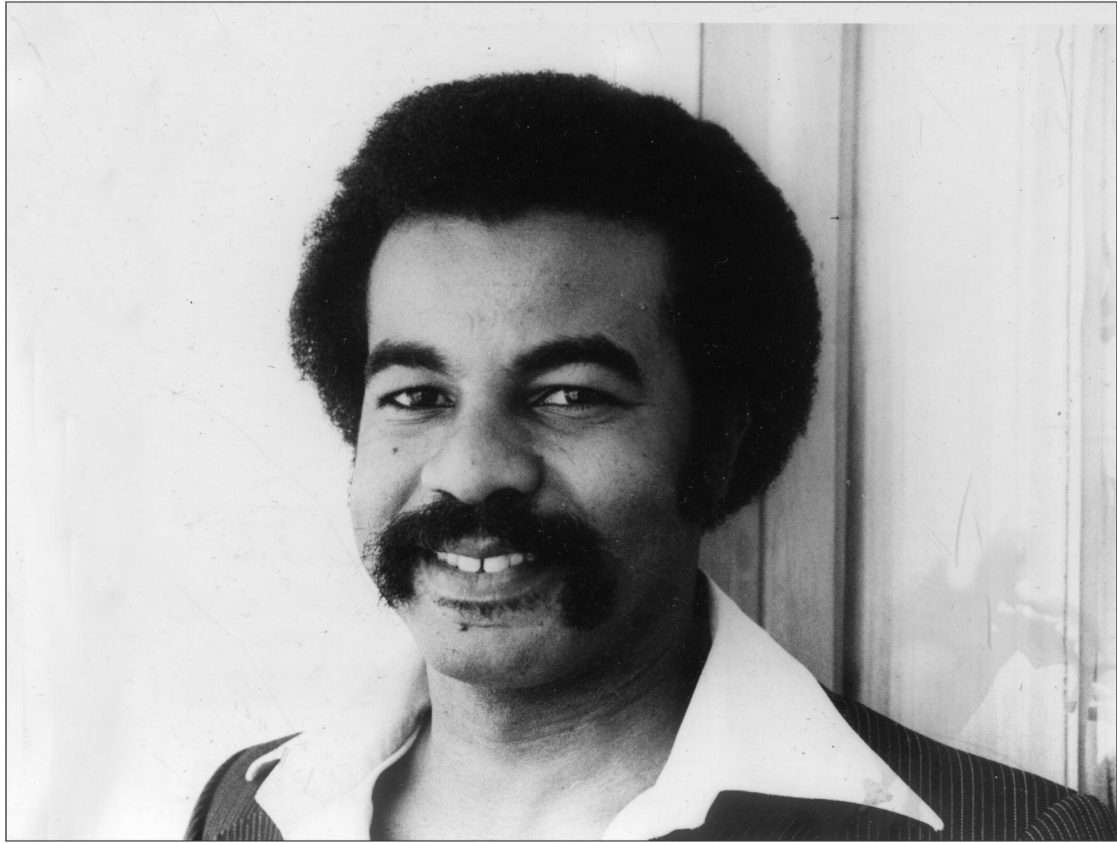
- \*parenting
- \*business
- \*school
- \*relationships

"Through clever research studies and engaging writing, Dweck illuminates how our beliefs about our capabilities exert tremendous influence on how we learn and which paths we take in life."

—BILL GATES, *GatesNotes*

$$\det(A) = \sum_{\sigma \in S_n} \left( \text{sgn}(\sigma) \prod_{i=1}^n a_{i, \sigma_i} \right)$$

Which basically just means that attitude determines your latitude...



Source: [Lini Sinclair via Gallerie Camille](#)

Whenever you feel like you're nearing the  
end of your rope, don't slide off.

Tie a knot. Keep hanging, keep  
remembering, that there ain't nobody bad  
like you.

Hold on tight, don't let go.

Thank \*YOU\* for listening.

My name is Tramale Turner.

I'm a dad, a Seattlite, and an Engineer.

I am also the CTO of TaxBit.

Find me on Twitter @shidoshi.

Let's connect.