

# **Diane Darling**

**Author & Speaker at Effective Networking**

Boston, MA, US

Experienced, funny, authentic, introverted speaker providing tips and techniques for effective networking

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## **Biography**

At the Intersection 2.0 Leadership gathering, Diane Darling was a huge hit. She wove together elements of her personal story with principles of networking that were very practical and that resonated with the audience. Her presentations engendered lots of interesting discussion, and were among the highlights of the weekend. - Dr. Al Chase, Founder, White Rhino Partners Diane is a sought after speaker about networking. Her books are published by McGraw-Hill and are translated into 7 languages. People skills are essential in today's economy. Without the ability to inspire, motivate, and engage others, even the most brilliant person will hit a wall. (While we all hope they do not do it literally, sometimes it sure seems that way.) As a speaker and author, Diane Darling humorously shares her insights and techniques that can be immediately implemented helping people succeed. Her travels include all seven continents and approximately 60 countries. In order to overcome her fear of public speaking, she took acting and standup comedy classes.

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## **Availability**

Keynote, Moderator, Panelist, Workshop, Author Appearance

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## **Industry Expertise**

Non-Profit/Charitable, Education/Learning, Financial Services

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## **Areas of Expertise**

Networking Introverts & Extroverts, Today's Network, Tomorrow's Client, How to Go From Small Talk to Big Partnerships

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## **Affiliations**

Co-president Boston ASTD

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## **Sample Talks**

### **How to work a room**

Most people tolerate a cocktail party - only a few really look forward to the small talk and meeting strangers. This light-hearted talk gives people tips and techniques they can immediately implement. Introverts will find ways for them to gain confidence and meet more people. Extroverts will learn the difference between socializing and networking.

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## Event Appearances

Networking Strategies for Attorneys  
General Counsel Meeting

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## Education

Principia College  
BA Art History & Sociology

Simmons Graduate School of Management  
N/A Executive Education - Leadership

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## Accomplishments

**Author - The Networking Survival Guide**

McGraw-Hill published a 2nd edition of my book - The Networking Survival Guide. Hard to believe that when I wrote it in 2003 neither LinkedIn or Facebook existed.

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## Testimonials

**Rosemary**

Your presentation at our conference rocked! I also enjoyed meeting and chatting with you at the lunch held prior to your presentation. (I was the good looking, late 40's, tall brunette in the pin striped suit with the great sense of humor! Not sure this sets me apart but thought I'd give it a shot.)

**Jessica**

I'm a sophomore at MIT and I just wanted to say thank you for the terrific talk you'd given us all today. Your colloquial comments and passion was infectious to me, and I left feeling energized and excited to talk about myself with interested company representatives.

**Machelle (Mache) Seibel**

I am writing just to thank you for your wonderful comments yesterday at NSA. I am a board member and we had a chance to speak shortly as you were getting your lunch plate. You have a great gift of warm and personal presentation of very useful content, so thank you.

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