



Alison Monahan: Welcome back to the Law School Toolbox podcast. Today, we're talking with ex-BigLaw recruiter Sadie Jones about some networking nuts and bolts – everything you need to know to feel comfortable mingling with strangers. Your Law School Toolbox hosts are Alison Monahan, that's me, and typically I'm here with Lee Burgess. We're here to demystify the law school and early legal career experience so that you'll be the best law student and lawyer you can be.

Together, we're the co-creators of the [Law School Toolbox](#), the [Bar Exam Toolbox](#), and the career related website [CareerDicta](#). I also run [The Girl's Guide to Law School](#). If you enjoy this show, please leave a review or rating on your favorite listening app, and if you have any questions, don't hesitate to reach out to us. You can reach us via the [contact form](#) on LawSchoolToolBox.com, and we would love to hear from you. With that, let's get started.

Welcome back. Today we're talking with ex-BigLaw recruiter Sadie Jones about everything you need to know to feel comfortable when you're mingling with strangers. So, welcome, Sadie.

Sadie Jones: Thanks for having me back.

Alison Monahan: My pleasure. Well, why are we even talking about this? Nobody sometimes tells you these really basic things about how to feel comfortable in what is generally a rather uncomfortable social situation, so let's jump on in. First off, why is it intimidating to go to a networking cocktail party and something along those lines?

Sadie Jones: Well, I think it's a situation that you don't normally find yourself in, and that you may not have experience in, depending on where you are in law school, or your life, your career. First of all, you're dealing with strangers, people you don't know, and you might feel intimidated by. You're holding food and drinks, and maybe a bag, and maybe you have a name tag and you're juggling different things. You may be dealing with people who are really different than you, who are older, who are younger, who have different life experiences and maybe are more or less comfortable at these things. So you may just sort of be unsure about what to do.

Alison Monahan: Yeah, I think all that is right. The idea that you're just going to suddenly show up to this thing, you're going to be carrying your wine glass in one hand, you're going to have your plate in another, you're trying to shake hands, you're trying to pass out your card, you're mingling with old white dude's son. These are not people you might normally interact with. And it's just unclear what you are even supposed to be getting out of this. What are your goals here? Are you supposed to make a new best friend? Are you going to get a job? What is this even about? So I think it's pretty typical for people to be intimidated. Even if you're



somebody who, relatively speaking, feels comfortable among strangers, this is a pretty weird setup.

Sadie Jones: Definitely. I think it's just kind of different than what you're normally used to, so I think it's good to think about it ahead of time, because you normally wouldn't maybe go into a social situation and think about what you're going to do ahead of time. So, that's why I say give it a try and map it out a little.

Alison Monahan: I think that's right. Even for me, I'm pretty decently social, but I definitely recall having to get my game down for how I was going to handle these things, these parties. We did a lot of them in our first year of law school. The second semester firms would come on campus, I think, once a week and they would have free food and free drinks. The idea was you can go there and practice. Even then it was less intimidating, because a lot of the people were your classmates, but at least it let you practice what you are going to do. So, let's talk through some common scenarios that people are probably going to encounter, that if you've thought about, you'll probably end up making a better impression.

Alison Monahan: First off, let's talk about the best ways to enter and leave a group conversation gracefully, because this could be pretty hard.

Sadie Jones: I agree. I think it's hard no matter what. Even if you know the people, sometimes it's awkward. If I'm talking about some don'ts maybe, I wouldn't sneak into the conversation and just hide there. I think it's better to sort of... You can kind of stand there and then when you see the right moment, either introduce yourself, or maybe say something that you hear them talking about that makes sense for you to add. I think it's kind of weird if you just stand there and don't participate, but be there. That feels awkward to me, in terms of getting into a conversation.

Alison Monahan: Yeah, I think here sometimes, I've heard it described like, the best way to look for a group that is receptive to someone joining them is to look for someone who's shaped more like a horseshoe than a circle. So, if you have a closed circle of say, four or five people who are talking intensely about something, that can be a really hard group to break into. Whereas if you have three people, it's more of a triangle, you can ease your way in at the edge of the square. Or if it's a larger group, but they've left an opening, which is always a nice thing to do if you are in a group, is kind of leave a space where somebody could join you. I think you're right. If a group is in a tight circle and you're kind of hovering behind them, not really saying or doing anything, and not really exerting yourself to get into it, at some point it's sort of like, "Okay, who is this weird person not really joining the group?"



- Sadie Jones: Yeah, exactly. I also think you don't necessarily have to join a whole group. Sometimes you'll be getting some food or drink or whatever, and you see someone standing there and you can kind of start your own conversation.
- Alison Monahan: Yeah. I think making your own group is always a great option. My pro tip on this is if you come in alone and you look around and you don't really see anybody that you immediately recognize that you want to talk to, I always head in that scenario either towards the bar or towards the food – preferably the food. There are plenty of people coming through solo at that point, because everyone's making a beeline for that, then you can be the one who is friendly and make some random comment, typically about the food, like, "Oh, have you tried these? They look really good." It doesn't have to be rocket science.
- Sadie Jones: Definitely.
- Alison Monahan: And then you can start chatting with that person, and then you guys have your own group. So, I think things along those lines. Or if you're in line at the bar, that's always a good opportunity. Turn to the people around you, like, "Oh, what are you guys going to be ordering?" This doesn't have to be complicated.
- Sadie Jones: I think this is also a time, especially if you're starting a new group, to think about your body language, what you're giving off. I know generally people don't like this, but you should try to smile.
- Alison Monahan: Look friendly.
- Sadie Jones: I'm saying that it makes you look more open. Not have your arms crossed, things that I think people basically know. But I do think that some of those things aren't conscious and you don't realize you're doing them, so think about what you're going to do if you're not sure what to do with your hands. You can practice that a little bit, sort of how would you stand there? How do you look open and approachable?
- Alison Monahan: Right, exactly. You want to look like you're receptive to someone speaking to you, not totally arms are crossed, scowling at the world. You can do that if you want, but you probably are not going to make too many new friends at a cocktail party.
- Sadie Jones: Definitely. I would say, try to be as relaxed as you can, or appear relaxed.
- Alison Monahan: The other thing to keep in mind too, if you're the one who's going to be forming your new group, is everybody is feeling uncomfortable, and you don't really have to be that outgoing for somebody to be happy that you've spoken to them. The average person, if you say anything, is going to respond favorably because they don't want to have to be the one to start the conversation.



- Sadie Jones: Definitely. I think if you take the initiative here and do some of these things, I think you'd be really pleased with the results.
- Alison Monahan: Yeah, and sometimes people find it helpful too to go with a friend, which is fine for the training wheels, but I think you do at some point have to jump in the deep end and really go out on your own.
- Sadie Jones: Definitely. I was going to say, I think it's okay maybe to start with someone you know, but you're not really going to get much out of just hanging out with your friends or whoever it is – a professor, somebody that you already know and have spoken to. That's not really going to help you in terms of meeting new people, or networking, or putting yourself out there. So, this is a situation where you should push yourself.
- Alison Monahan: Yeah, that always happens when Lee and I go to our co-working space – we just go and talk to each other. I'm sure if we went alone, we would probably have met way more people by now.
- Sadie Jones: Maybe you should push yourself next time to not sit together.
- Alison Monahan: Yeah, but we're going there to have a meeting, so it's fine. Honestly, it's one of those things where I'm like, "I'm not really here to network actually", so it's cool. Again, know what your goals are.
- Sadie Jones: Yeah, exactly. That makes sense.
- Alison Monahan: Alright. Let's talk about a "leave a group" conversation, because sometimes this can get really awkward. Say that you are in a group and the conversation is boring to you, or you feel like you've been there long enough, you want to talk to some other people. How do you get out of the situation?
- Sadie Jones: Again, I'm just going to start with my what not to do, because I see it a lot, which is sometimes people just stand there and maybe the conversation ends where there's a lull, and they just leave. It's like they don't say anything, there's no closure, there's no, "It was nice talking to you." I feel like there are certain phrases you can use to get out of it, where you can say, "Oh, I'm going to go talk to this person" or, "I'm going to refill my drink" or whatever it is. I think there are certain phrases that you can use that can help you here, but I don't think sneaking off is great, in the same way that sneaking in isn't great either.
- Alison Monahan: Yeah, exactly. You want to be straight forward, be a grownup about it: "Thanks so much, I really enjoyed talking with all of you guys. I'm just going to go refresh my drink and maybe we'll meet up again later. Bye bye!" It doesn't have to be, "Oh, and then I'm doing this and that." It's just like, "Okay, great meeting all of you guys, let's keep in touch." It's kind of like yearbook signing.



- Sadie Jones: Exactly.
- Alison Monahan: You have your standard phrase you just say over and over. I think these are really important things to think about though, because you don't want to leave a bad last impression, and you don't want to make a bad first impression. So, if you are not totally comfortable in these scenarios, have a plan and practice it. You can also try out different phrases. You can split test. See which ones are better received and less well received, so that eventually it just becomes second nature and you do not have to think about this.
- Sadie Jones: And you might need to practice it ahead of time. You might need to write it down, or say it in your head, or have some things in your back pocket that you can go to. I think that's a good idea, because I think some people sort of panic and don't know what they're going to say, and then it's awkward.
- Alison Monahan: Yeah, and I think when you're entering a group, assuming it's a smallish group, it's always nice to introduce yourself: "Hi, I'm Alison. I'm a law student" at whatever school. Again, it doesn't have to be a big thing, we just give people a little bit of background.
- Sadie Jones: Definitely. I think that students might be surprised at how few people do any of the things that we're talking about.
- Alison Monahan: Right. These all seem, I guess, pretty obvious. But yeah, the next party you're at, look around and see how many people in your group are actually behaving like polite people would. Often it's pretty low.
- Sadie Jones: Exactly.
- Alison Monahan: Alright. This is another huge area where people really get tripped up, and it can be kind of challenging. Again, this seems stupidly basic, but let's talk about how to handle your food and drink plates, your cups, your bags, things like that, and still be able to shake hands with people.
- Sadie Jones: Okay, that's hard. I think this is actually a really hard area that people don't think about that much. I do like those plates that have a hole where you can put the drink in, because then you can really hold it in one hand. I do think a lot of places are doing that now, but not everyone is. If you have that situation, you can hold the tray and your drink in one hand and be okay, and then still shake hands. But generally, I would say you can't just have all of your hands full at the same time, and that the priority at these events shouldn't necessarily be making sure that you got all the food you wanted and drink all the drinks you want. I think you sort of need to be smart about it. And yes, you can eat something and drink something, but that shouldn't be where you're focused. At any moment, I feel like you should have a free hand. You can just put your drink or your food



down and, say, shake your hand. Hopefully there's a table or somewhere to put it. I would say though, think about it ahead of time if you're constantly doing that.

Alison Monahan: Yeah, I agree. This is a scenario where your priority needs to be able to shake hands with people, hand out your business card. I suggest having your business cards in easy to reach areas, so put them in a pocket or something, rather than having to dig them out of your bag and your business card holder and all that. Make it very easy with one touch that you can reach in your pocket, get your card, hand it to someone. If there are high-top tables, that could be a good idea for setting things down on. But absolutely, get yourself a snack or two so you're not getting too light-headed, but your priority has to be having that free hand that you can do something with. It is possible if you're really careful to balance, say, a wine glass and put it on your plate, but then you've got your napkin, and it just gets really complicated.

Sadie Jones: And you might have something you're going to spill. I agree there are certain people who are really good at this, but I think most people aren't. And then it kind of feels weird to the other person, because they're not sure what to do. Also, I was going to say, in terms of what you said about being light-headed. I actually feel like you shouldn't go to one of these events where you're starting from that situation. And I understand sometimes you can't help it. You had a really busy day, you're running from something else, I get that.

Alison Monahan: Have a granola bar.

Sadie Jones: But generally, I would say, you should have had a snack, had some water, gotten hydrated before you go, so that you're going from a comfortable place.

Alison Monahan: I agree. This is a place where a KIND bar that you're eating on the subway or something on the way can really make a big difference. You don't want to show up ravenously hungry. There may or may not be tons of food. But I think it's totally fair – again, you can position yourself by the food, have your five minutes of eating, put your plate down, grab a drink, and it doesn't have to be... You don't have to drink. We've talked about this before, just don't make a big deal out of it. If you're not drinking alcohol, just get something else, it's fine, no one cares. But a wine glass or a cocktail glass is typically pretty easy to handle, and then you can still do all the other things with your hand.

Sadie Jones: And I think as we've talked before also, if you are drinking alcohol, I feel like one drink. And you can refill it with water after, or something else.

Alison Monahan: Yeah, have your white wine or something. I don't recommend red wine in case you spill it. I don't really like white wine, but if I go to one of these events, that's



what I drink, because if it gets spilled it's not as of a big deal. I don't want to have to dry clean everything.

Sadie Jones: Also, red wine can stain your teeth or your lips.

Alison Monahan: True.

Sadie Jones: You don't want anything that's going to look weird.

Alison Monahan: Yeah, you end up with that weird purple lip, purple teeth thing, purple tongue. If you're going to drink red wine, bring your toothbrush, go to the bathroom, brush your teeth afterwards. Probably not even worth it, just have white wine. Yeah, the wine is not the point of these.

Sadie Jones: I think that's the moral of all of this, that that's not the point of it.

Alison Monahan: Yeah, the point is that you need to be handing out business cards and things like that.

Sadie Jones: Yes.

Alison Monahan: Which you should also have. If you don't have them, get some made. You can go to [Zazzle](#), or you can go to [MOO](#), you can go to your school, whatever, it doesn't matter. Just have something.

Sadie Jones: Yeah, it doesn't need to be expensive. And like you said, have it in a place where you can easily get it out, because you're not going to be handing around your resume or something.

Alison Monahan: No, I think the goal here is if someone who wants to contact you, or you want to contact them and follow up, you need to exchange information. So, have the ability to do that.

Sadie Jones: Yes. And have somewhere that you're keeping business cards too, along the same line.

Alison Monahan: Right. We'll talk a little bit later about how to follow up. But yeah, definitely don't just throw them away – that would be kind of pointless.

Sadie Jones: Yeah.

Alison Monahan: Alright, continuing on the food themes, since this is something that trips people up – how about when you're in a reception and they're having those passed food trays – something that's very fancy, somebody's serving them off the tray? But what that ends up generating often times is trash, so there may be a little



cup holder that it has on it, or a little skewer. Is it okay just to flag the person down from across the room if you see something you really want? You're like, "I love those shrimp. Let me yell at the person."

- Sadie Jones: I'm going to go back to what we said before, which was that the food just shouldn't be the priority. So, I don't think you should flag someone down. I know a lot of times those passed hors d'oeuvres, you just missed them, or you missed what you wanted, and that's okay, you can just let it go. If they are somewhere where it's accessible or it's easy to talk to them, I think that's fine. I do think that it can be hard when it comes on a skewer, or has, like you said, a lot to it. I probably wouldn't even do that, unless I was near a table or had something where I could put it on, because you don't want to just be throwing trash. Someone might see you.
- Alison Monahan: Yeah, or you're going to put the skewer in your bag – that also looks weird.
- Sadie Jones: Yeah. There are so many ways to get tripped up here, that again, I think just get things that seem easy. I think like crackers and cheese or all those little things are usually easy and they don't involve any kind of waste or anything. So, I would say it's okay if you missed the food you really wanted.
- Alison Monahan: I know I've seen sometimes people station themselves by the door where the people are coming out, and just stand there and try to get first dibs. That is not a productive use of a networking party. Sorry, even if the shrimp are really amazing.
- Sadie Jones: Also, someone might notice.
- Alison Monahan: Right. Of course.
- Sadie Jones: Somebody might be like, "Oh, that was the person that was hogging all the shrimp", or the nice things.
- Alison Monahan: Yeah, if you station yourself by the door and every time they come out you take four of something, I guarantee you someone in charge of this event is going to notice that.
- Sadie Jones: Yeah, absolutely. I definitely have seen people do things like that. I would just say, I know free food is really appealing, and that is the reason a lot of people go to things, but that shouldn't be the reason, and that's not going to help you long term.
- Alison Monahan: Yeah, just be reasonable here. Alright, what if you're in a group, or even one-on-one – probably this is actually a worse scenario when you're stuck one-on-one, so sometimes you'll find yourself in a one-on-one conversation with someone,



and that person is being a total bore. Maybe they're saying things that are inappropriate, maybe you're just uncomfortable, maybe you just don't want to talk to them anymore. How can you get away from them?

Sadie Jones: Well, I think you could get away from them kind of in the same way that we talked about how to get out of a group: "Oh, it was so nice to chat with you. I'm going to go", like we said, "refill this." "Oh, I need to go talk to" blah, blah, blah. I think you can come up with some kind of list of excuses to have in your back pocket. What I say is, they might be awkward. Maybe this person's hard to talk to and maybe they don't know how to get out of it, or they're saying bad things, or they're drunk or whatever it is. But you try to be the best you can be, and be as appropriate and polite and have good manners about it, and just excuse yourself.

Alison Monahan: Yeah. I think this is a scenario where you just have to be polite, but firm. Because sometimes if you say, "Oh, it's been great talking with you. I'm just going to pop over there and refill my drink." "Oh, I'll go to the bar with you." So if you really want to get away from someone...

Sadie Jones: That's why I think it's okay to just sort of walk away.

Alison Monahan: Yeah, I think I'd just be like, "It was really great meeting you. I have this very important thing I need to attend to elsewhere." Or, "I'm just going to pop on into the restroom" or, "I need to go make a phone call." Something that requires that you go by yourself is probably going to be your best option here.

Sadie Jones: Absolutely. I think that's a good point.

Alison Monahan: Alright. Well, let's move on, because we're getting short on time here. What are some good and bad topics to talk about in a scenario like this?

Sadie Jones: Well, don't talk about anything controversial. So, I wouldn't be talking about politics, religion, anything that seems divisive and that you don't know how the other person feels about it, I would just stay off. I think there are lots of neutral topics. You could talk about something going on in the world, like, I don't know, pop culture, or...

Alison Monahan: Women's World Cup.

Sadie Jones: Or some sports team just won something.

Alison Monahan: Yeah, anyone is aware, for example right now, the Women's World Cup is going on. Do they have any interest in soccer? Maybe not, but you can be like, "Oh, have you caught any games?"



- Sadie Jones: Yeah. And then if they didn't and it doesn't go anywhere, just pick a different topic. Or you could say what you were watching.
- Alison Monahan: Yeah, like, "Oh, I saw the last 20 minutes of the France game the other day. Really interesting, went into overtime." "Oh, what else are you interested in these days?" Yeah, I agree. Just keep it light, keep it simple, have stuff in your back pocket. If it comes down to it, you can always talk about the weather. People are weirdly interested in that. Wherever you are in the world anytime, there's always something to talk about the weather. It's too hot, it's too cold, it's too rainy, it's too sunny, it's too whatever.
- Sadie Jones: Yeah, and I do find particularly older people really like to talk about the weather. So, if you are networking sort of a different generation, I think that's always a good topic.
- Alison Monahan: You can always ask those people what they're doing for the summer too, because I guarantee you they have exciting plans, like, "Oh, we'll be spending some time in The Hamptons, or jetting off to St. Barts."
- Sadie Jones: You can say, "That sounds lovely."
- Alison Monahan: Always a good thing to talk to law firm partners about what their vacation plans are, because even though they work a lot, they probably have some fancy vacation that they would just love to tell you about.
- Sadie Jones: Yeah, I think that's the thing to remember here too, is that people like to talk about themselves. If you could give them a little bit of room, they'll be talking about themselves and they will leave that conversation thinking you had a great conversation with them, even though they were just talking about themselves.
- Alison Monahan: Yeah, and if you're at an event with lawyers and it's really that kind of event, I think just asking them what kind of work they do – they're all workaholics, so they love to talk about themselves and their work – that can easily make them think that you are a great conversationalist. All you have to do is, "Oh, that sounds interesting. Hm, yeah, and how did that hearing go?" It's not really that difficult.
- Sadie Jones: If it's an event at your law school, and let's say it's an alumni event, I think people tend to be aware that there's something going on new at campus, or with the professor. Nothing controversial, again. But there's a new building... I don't know, but I do think people get nostalgic and stuff and they would like that.
- Alison Monahan: And again, they love to talk about what it was like when they were there. I was at Columbia Law School, so many of these conversations with lawyers who were



trained there in the '70s were about, "Wow, how much the neighborhood has changed." "Oh yeah, there used to be a crack house right here." They're like, "You have no idea what it used to be like." "Oh, really? Okay." Then again, they think you're a great conversationalist when you've said basically nothing.

Sadie Jones: Yep. I think that's all correct, when we are talking about lawyers, generally.

Alison Monahan: Yeah, exactly. They just really like to hear themselves talk. Alright, let's shift up very briefly before we wrap up. So, we've been talking about networking, cocktail parties, that type of thing. What about some dinner table basics? I know sometimes people can be very intimidated if they get invited to a formal dinner, and they sit down and they see all these forks, and they see all these plates, and they see all these cups, and they see all the stuff. What's the two-minute version of what to do here?

Sadie Jones: Well, my quick version of utensils and plates and that kind of thing is, you're starting from the outside in. So, your appetizer or salad, or whatever forks are connected beyond the end, and then you're going to move in to your entrée. It's kind of the same thing, there's multiple plates. Usually the plate on top's going to be the plate that you start with. I also think that sometimes people get intimidated by this and that generally other people don't notice it as much as you think you notice it. Unless it's something really crazy, like – I'll bring up an old reference to *Pretty Woman*, where she flings something across the restaurant – but generally, I think that no one is really going to notice if you use the too small fork versus the other one.

Alison Monahan: Yeah, and if you do, frankly the waiter is probably going to come and switch it out for you for the next course anyway. So, they will probably notice, but that's their job and no one else cares. I think the only place you can really get tripped up where other people will notice is if you use the wrong bread plate, or take the wrong water. But even then if it's a crowded table, it is not really obvious which one is yours and you do take the wrong one. At some point someone will probably be like, "Oh wait, where's my bread plate?" And someone will pass them an extra one and it's fine.

Sadie Jones: I also think if you're not totally sure, maybe you wait and see what everyone else is doing first, and kind of look.

Alison Monahan: Sometimes the partner will take the wrong one and then everyone else just pretends that they're supposed to have the one beside of them on the wrong side, because that's just what you do in these scenarios.

Sadie Jones: Yeah, and that's a good lesson, probably.



Alison Monahan: But generally speaking, I think you sit down, you have your area, typically your water and stuff is going to be on the right, your bread plate I think is on the left. It's usually pretty separate. It's only when the table gets really crowded that you might not be able to tell what belongs to you.

Sadie Jones: Definitely. Put your napkin in your lap.

Alison Monahan: Exactly. Sit down, put your napkin in your lap. I would say wait for everything else at that point. They might come and ask you what type of wine you want. If you don't want any, again, just don't make it a big deal, like, "Oh, nothing", or let them fill the glass and then don't drink it. It really doesn't matter. Keep in mind though, they will keep refilling. So if you're going to start drinking, you've got to be careful because that glass is going to be constantly refilled.

Sadie Jones: That's a very good point. And I think that's right – a situation where you drink more than you expected to because you didn't realize that they were continually refilling it, so maybe don't keep drinking out of it. Or, if you see them, you can put your hand over it.

Alison Monahan: Yeah, just be like, "Cut me off", basically. But yeah, outside in is really your rule of thumb for any of these dinner table things. And beyond that, not a whole lot to worry about. Just do what other people do.

Sadie Jones: Yeah. The one thing I'd add that I think we talked about before is not to order things that are really messy or hard to eat. I think we talked about that in terms of lunch, but obviously it applies to dinner as well. Ribs, there's lots of things that are particularly messy. So I would pick something you feel is going to be simple.

Alison Monahan: Agreed. Always a good idea. Make it easy on yourself.

Sadie Jones: Yes.

Alison Monahan: Alright. We're almost out of time here, but one last question. How can, or should people follow up with the people they meet at these events, since that is sort of the point?

Sadie Jones: Well, like I said before, I think you should make sure you're keeping any business cards, or contact information that you get, in one place so you can see it later. Then I think after you take those out, maybe you make a list, maybe you make a Trello board, or an Excel chart or something with who the people were. And then I would say, send them an email and say, "It was great to meet you at...", say what event it was. And if you had an especially good conversation about a particular topic, you can bring that up so they sort of remember who you are, because keep in mind that they might not know who you are. Then you



can maybe say, "It would be great to get coffee and talk more about something." You don't necessarily need to ask for something, but I think it's nice to reference your conversation and put it out there that you remembered them, and that kind of thing.

Alison Monahan: I think that's right. And you can even make notes during the event. Not when you're with other people, but this is a great opportunity if you're in the restroom or something, and you've gotten a business card. Make a quick note on there about why you want to follow up with this person. Or you can take a picture of it with your phone in case you lose it, send it to yourself, put it on a Trello board. And again, make a note about what you want to say to them, because you might think that you're going to remember at the end of the night all those eight people that you talked to and exactly what you spoke to them about, but they're probably going to start to run together.

Sadie Jones: Yeah. And I was going to say what I started to say about thank you notes is the same thing I'd say about this follow up, is that I would be really careful, and like you said, take notes. And if there's any confusion or doubt in your mind that you're talking about the right person, I'd say, don't say it, because it would be way worse, I think, to confuse them with somebody else or make a mistake in that way, than to not follow up at all.

Alison Monahan: Yeah, better to keep it totally neutral than to say, "Oh, I really enjoyed talking with you about", whatever, and they're like, "I never talked to you about that. Who is this person?"

Sadie Jones: Yeah, that happens a lot.

Alison Monahan: It does. I just got an email today from someone who wanted to guest post on my website and then putting in a completely different URL, to which I responded, "Actually, no, thank you. We are not even the website that you're spamming with this information, so bye."

Sadie Jones: Wow.

Alison Monahan: It just makes you look way worse than if you just...

Sadie Jones: That's the perfect example.

Alison Monahan: Yeah, right, that's not even my website. He also emailed me at this email address that doesn't match the email that you put. It was just very weird. So people, don't do this.

Sadie Jones: But I think it's good you told them.



Alison Monahan: I really just did it to be passive aggressive, but whatever. Alright, with that, unfortunately we are out of time. Thanks so much for joining us.

Sadie Jones: Thanks for having me.

Alison Monahan: My pleasure. For more career help and the opportunity to work one-on-one with us, you can check out CareerDicta.com. If you enjoyed this episode of the Law School Toolbox podcast, please take a second to leave a review and rating on your favorite listening app, because we'd really appreciate it. And be sure to subscribe so you don't miss anything. If you have any questions or comments, please don't hesitate to reach out to Lee and Alison at lee@lawschooltoolbox.com or alison@lawschooltoolbox.com. Or you can always contact us via our website [contact form](http://LawSchoolToolbox.com) at LawSchoolToolbox.com. Thanks for listening, and we'll talk soon!

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[Law School Toolbox blog: Legal Networking 101: How Do You Know What to Talk About While Networking?](#)

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