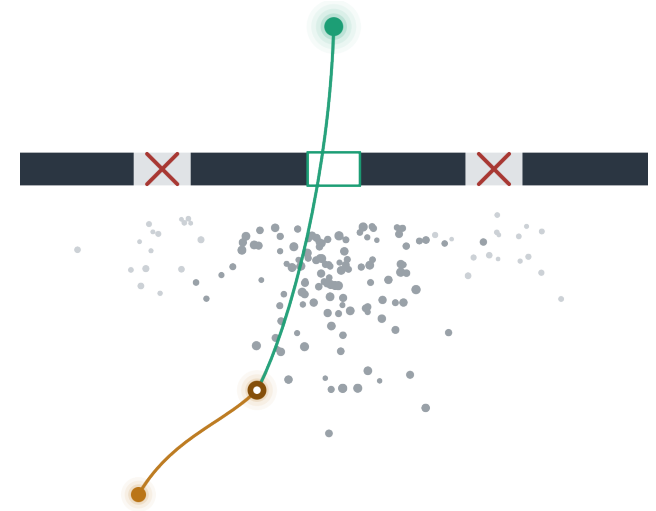




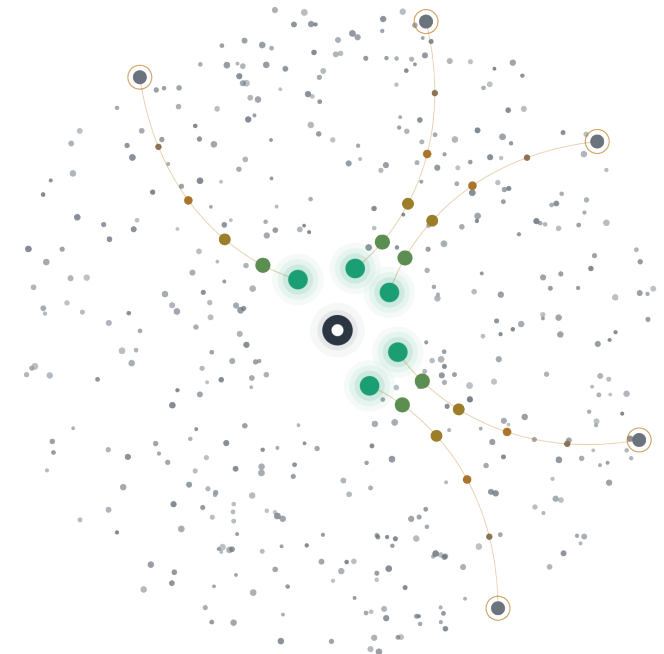
Networking in the AI Era: A Guide for Digital Transformation Leaders

- Networking in the AI Era: A Guide for Digital Transformation Leaders -- [Orvo](#)
 - Professionals who maintained 15-25 deep connections generated 2.4x more career opportunities (referrals, job offers, collaborations) than those who maintained 100+ shallow connections
 - Preparation is the introvert superpower — review relationship notes before every interaction.
- Professional Networking in 2026 - [Goodword](#)
 - “When executives were asked to seek advice from contacts they hadn't spoken to in three or more years, the guidance they received was often as good as (sometimes better than) advice from people they saw every week.”
- How Job Searching has Changed – [Career Enlightenment](#)
 - Referrals account for 30–50% of hires at most companies, yet only about 7% of applicants come via referral.
 - 69.4% of companies have admitted to posting ghost jobs at some point.
- 2026 Trends for Outbound Sales Leaders – [Martal Group](#)
 - 71% say in-person B2B conferences are the most effective way to learn about new products and services
 - 77% of B2B buyers are more likely to work with providers whose thought leadership demonstrates genuine expertise.

Challenge: Networking with Decision Makers



Challenge: Developing Relationships



Coffee with Digital Trailblazers!



Fridays, 11am ET on LinkedIn
drive.starcio.com/coffee