

The Art & Science of Networking

Beyond Networking

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Networking Overview

- My Story
- How to Get Started
- 5 W's
- Tools of the Trade
- Masters of the Craft
- Benefits of Networking
- Everything Else

How to Get Started

- Nervousness, Uncertainty, ‘What the heck am I doing???’ – I didn’t need to do this before?
- Splitting Wood
- 30 Second Commercial, Elevator Speech, ‘Tell me a little bit about yourself’ (Interview - Prepare)
- Learn from the Pro’s
- Make it a Game – Have Fun!
- Intent – Helping Each Other

5 W's

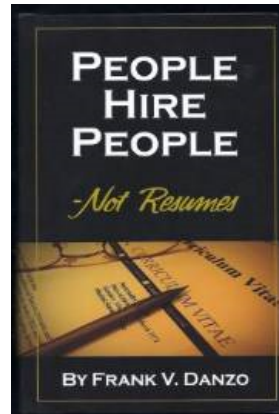
- **W**hen – Any time an opportunity presents itself – the more you do it the more it will become apparent
- **H**ow – Previous slide
- **W**hy – For your next position and beyond, other benefits and just the fun of it!
- **W**here – Networking Events, Professional Organizations, BBJ, Beyond Networking, CEN, Yellow Tie, ExecuNet, anywhere there is people
- **W**ho – Recruiters, employed, in transition, your kids' friends, your kids' friends' parents, neighbors, relatives, everyone and anyone

Tools of the Trade

- Business Cards
- Goal Planning
- Reward System
- Support Group
- Volunteerism
- LinkedIn (Facebook/Twitter – Consistent)
- Toastmasters

Masters of the Craft

- Frank Danzo – “People Hire People - Not Resumes”



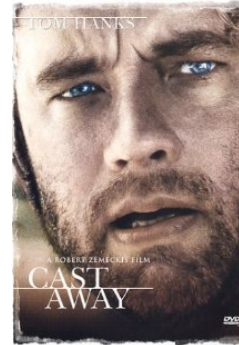
- Todd Snover – Reference List (Hand Out)
- My Dad

Benefits

- Interview
- Job
- Learn About:
 - People
 - Companies
 - Jobs
- Make new Friends
- Makes you Comfortable, Easier, Relaxed, Gives you Confidence
- Better Speaker

Everything Else

- Approach – Philosophy
- Marathon
- Just Keep Breathing
- My Plan
 - Be Prepared
 - Keep Growing my Network
 - Keep Paying Forward
- Networking Happy Hour – 5:00 – to last connection made - Thursday, February 19 at Helen Fitzgerald's (4 Reasons)



Thank You!

Would anyone like to connect on
LinkedIn?



Networking on Steroids

- Exercise
- Oxygenates the blood
- Enhances Creativity
- Promotes Problem Solving
- Clear Thinking – Multiple Moments of Clarity
- Mind and body complement each other