

Connections



A discussion on the value of professional and personal networks; creating, managing, extended, and leveraging them for professional development and growth.

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CHASM VISIONS

Getting Connected – building networks



- As a student, how do I begin building my own network?
- Who should be in my professional network?
- Who will do this for me?
Answer: no one.

A fundamental problem...

You have many resources available, but do you have a plan?



Per **Forbes**, consider the following...

- Quality and Quantity
- The top 10 people you need in your network!

Create your own development plan that is right for you! Research and consolidate!

The Top 10, per Forbes' Tai Goodwin

- 1) The Mentor
- 2) The Coach
- 3) The Industry Insider
- 4) The Trendsetter
- 5) The Connector
- 6) The Idealist
- 7) The Realist
- 8) The Visionary
- 9) The Partner
- 10) The Wanna-Be

Diversity will help you learn. It also will make other want you in “their” network! **WIIFT**

Got it! So where do I start?

Keep in mind:

***Birds of a feather
flock together***

- Associations
- Volunteer groups
- Shift “online” to “face 2 face”
- Seek out events
- Get out of your zone

Create your own development plan that is right for you! Research and consolidate!

Hi, I don't believe we've met...



- Don't be afraid to introduce yourself
- Be sensitive to “air time”; communications needs to be mutual – ask questions
- Carry the right tools – have business cards?
- Forge connections through common ground

Stay in touch. A simple 'thank you' as a follow-up or passing on an article of interest

Give and take...



- Leverage your network with purpose; small favors can lead to larger ones – building trust
- You need to contribute as well, consider how you'll do this

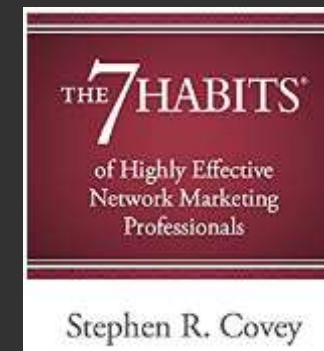
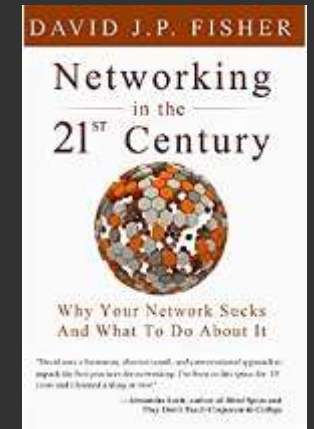
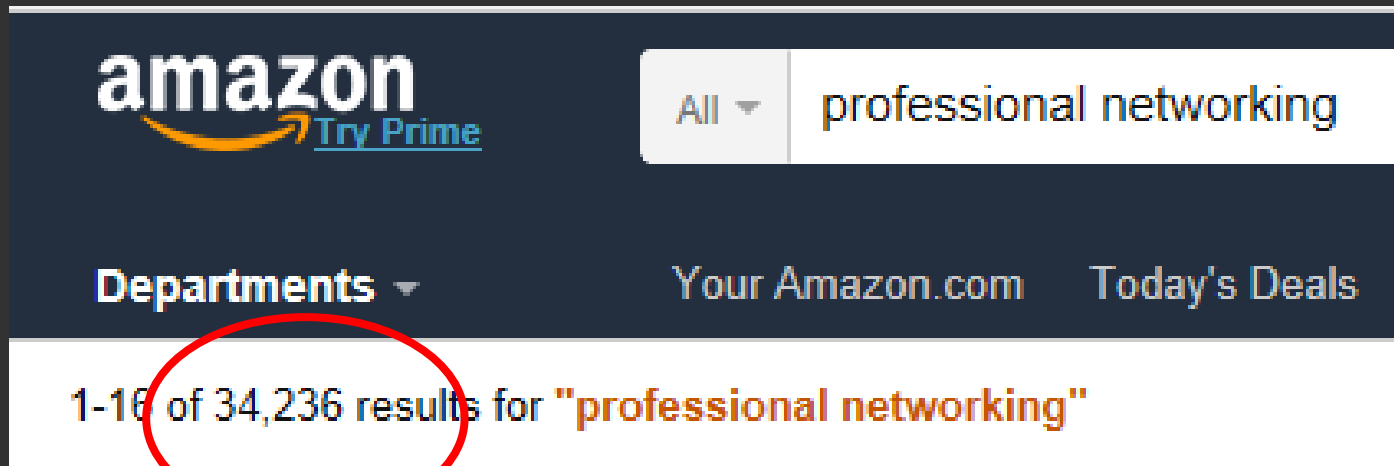
Consider how you keep your networked engaged and active.

The Top 10, per Lifehack

- 1) Be Helpful
- 2) Build a Reputation
- 3) Be Visible
- 4) Meet Lots of People!
- 5) Be intentional
- 6) Think Long-Term
- 7) Get Rejected!
- 8) Listen
- 9) Ask
- 10) Follow up

See common threads? What will you take from here and merge with other thoughts?

Resources



You can do this!!!

Your online brand...



- 1) Leverage LinkedIn
- 2) Join associations
- 3) Subscribe to trades
- 4) Contribute
- 5) Clean your Face



Leverage online, and transition to in person where possible.

Summing it up! Make a plan! Start now!

- Begin building your own network
- Design your professional network
- Leverage your network, and contribute to it!

Thank You!

