



Building Your Network

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Agenda

- Introduction
- Sector Engagement in Networking
- Networking in Action
- Questions?



Introduction – Building Bridges to Connect with Others

- **Importance of networking— (What's In It For Me)**
 - Reason and purpose of networking
 - What is the goal?

Learn, Earn and Return

- **What stage are we at in our careers?**
 - Learn
 - Earn
 - Return

Learn, Earn and Return

- **How does this impact networking?**
 - What is the message?
 - Who is the messenger?
 - Where does the message need to reach?

Sector Engagement in Networking

Who is in my Network?

Sector Engagement in Networking

- **Networking Tips/Tricks**
 - Funders
 - Chamber of Commerce
 - Board of Directors

Sector Engagement in Networking

Get with your Peers!

Networking in Action

- **Networking Skills**
 - Active Listening
 - Effective Communication
 - Interpersonal skills
 - Professionalism

Networking in Action

- **Elevator Speech**

- Audience
- Message
- Impact
- Delivery

Networking in Action

- **Network!**
 - Connections
 - Passion

Summary

Webster's defines networking as

“the action or process of interacting with others to exchange information and develop professional or social contacts.”

Keep sight of the 'act' in interacting!

Questions?



Thank you

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