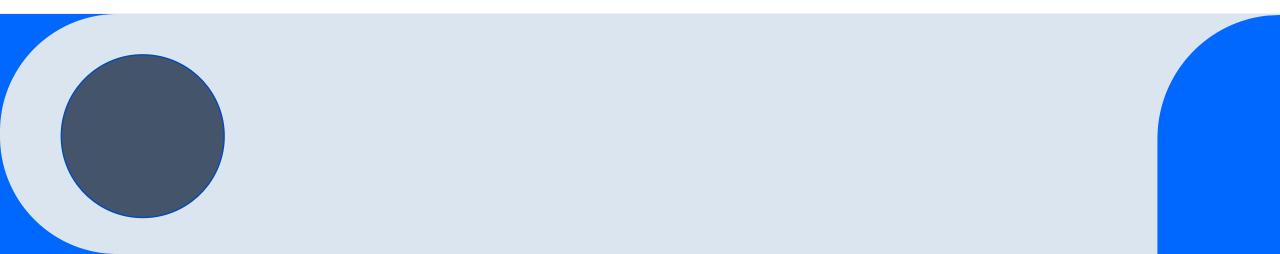
# Building Your Network

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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 <u>interacting</u> 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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