Welcome!

Please enjoy your meal and get to know the others at your table.

CHALLENGE:

Find out how the people you are sitting with ended up in their current positions and what they plan or hope to do next in their lives or careers!

Coding Fiesta 2019
Networking How-To Luncheon
Lisa Hamilton, CPC, CCC and Robin More, CPC, CCMA

Speaker Disclosures

1. I am nervous.
2. I am shy.
3. I am not a people person.
4. I would rather be sitting in a corner quietly listening and observing.
5. I have a family and a job and no free time.
6. I am not an expert on networking.
Networking

What is networking?
Why do we network?
How do we do it?

Networking = Connecting

When we network, we are making connections with other people in order to form relationships.

Why do we network?

“I’m not looking for a job. Why do I need to network?”
Why do we network?
We need other people.
We can't do everything alone.

Benefits of networking
- Opportunities
- Advice
- Assistance
- Positive influence – role models
- Friendship and happiness
- It’s fun

Be Generous!
- Think Win-Win
  - Even if there is nothing in it for you right now
  - Your win may come later in a way you never expected.
We succeed

. . . when we work well with others and help them succeed.

We enhance or own reputation and value when we are generous in helping others succeed.

Where do we network?

• In our practices and institutions
• Places of worship
• Clubs, organizations
• Online social media
• Everywhere

We network where the people are!
Start with a conversation.

Ways to make a conversation:

1. First word – floodgate
2. Skip the small talk.
3. Find the “me-too.”
5. Ask for opinions.
6. Be present.
7. Name, Place, Animal, Thing

How to make a GOOD conversation!
Making a Quality Conversation

1. Don’t multitask – be present.
2. Don’t pontificate – assume you have something to learn.
3. Ask open-ended questions. (What was that like? How did that feel?)
4. Go with the flow. (Thoughts will come into your mind. Let them go out of your mind.)
5. If you don’t know, say that you don’t know.
6. Don’t equate your experience with theirs. (NOT about you!)
7. Try not to repeat yourself.
8. Stay out of the weeds. (Leave out details.)
9. Listen.
10. Be brief.

Be interested in other people.

• If your mouth is open, you’re not learning.
  —The Buddha

• No man ever listened his way out of a job.
  —Calvin Coolidge

Your mission:

• Find 3 people who are new to you.
• Use the tools the speakers we discussed to have a conversation.
• Write their names on your networking challenge form.
• Which conversation tools did you use?
• Don’t forget the BINGO board.
• Show your form at the welcome table in the lobby to get a ticket for a chance to win $100.
• Have fun, and listen!
Conversation Tools

Getting Started

• First word – floodgate
• Skip the small talk.
• Find the “me-tools.”
• Pay a unique compliment.
• Ask for opinions.
• Be present.
• Name, Place, Animal, Thing

Making it good

1. Don’t multitask – be present.
2. Don’t pontificate – assume you have something to learn.
3. Ask open-ended questions. (What was that like? How do they feel?)
4. Go with the flow. (Thoughts will come into your mind. Let them go back out of your mind.)
5. If you don’t know, say that you don’t know.
6. Don’t equate your experience with theirs. (NOT about you.)
7. Try not to repeat yourself.
8. Stay out of the weeds. (Leave out details.)
9. Listen!
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