“The only way that you will grow is to be comfortable with the uncomfortable”

https://www.instagram.com/tv/B4hrrbgHauU/
Let’s get started

I. Let’s get Started
II. How do I start?
III. Informational Meeting
IV. Being strategic
   - Set action goals
Time to get started

Networking is a head game

How do I look?

Am I ready to Network?

1. Get over the fact you don’t have a job
2. You are valuable and have a lot to offer
3. You need to meet people who will introduce you to their network
4. Fake it until you make it
Time to get started

Networking is a head game

How do I look? Am I ready to Network?

1. The dress code
2. Breath
3. Stay professional
4. Hand shake
5. Eye contact
Time to get started

Networking is a head game

How do I look?

1. Business plan - take the class
2. Business Cards
3. Questions to ask

Am I ready to Network?
How do I start?

I. CP / JAM meetings
II. LinkedIn and the Warm Handoff
III. A Network Event
IV. Make everyone you know a network opportunity
How do I start — CP JAM Meeting

**CP / JAM**

Meet everyone you can

Learn from the Best

Utilize CP/ JAM LinkedIn Group

Create your own LinkedIn Group

1. Information Meeting
2. Connect with speaker
3. A network meeting
4. Arrive Early
5. Sit with different people
6. Connect with every member on LinkedIn
How do I start —- CP JAM Meeting

CP / JAM

Meeting everyone you can

Learn from the Best

Utilize CP/ JAM LinkedIn Groups

Create your own LinkedIn Group

1. Meetings are a way to practice

2. Meetings allow you to build your network
How do I start —- CP JAM Meeting

CP / JAM

Meeting everyone you can

Learn from the Best

Utilize CP/ JAM LinkedIn Group

Create your own LinkedIn Group

1. Meetings are a way to learn
2. Roundtable, Leadership accountability, RVA Career Expo
3. We are job seekers
4. Job seekers are looking for people and jobs
How do I start? — CP JAM Meetings

CP / JAM

Meeting everyone you can
Learn from the Best

Utilize CP/ JAM LinkedIn Groups
Create your own LinkedIn Group

1. 5,114 CP members
2. 2,071 JAM members
3. How many people have attended your college/university?
How do I start —

1. Take CP/JAM LinkedIn classes
2. 250-500 connections
3. Why a warm handoff?
4. Send sentences to introduce
5. Message to both people
6. Ask for an in person meeting
7. Thank you notes
How do I start — at Network event?

Know the situation

1. Where are you going?
2. What does the room look like?
3. Who will be there?

Be Strategic

4. Wear a name tag
5. Go early & stay late
6. Volunteer

Have a conversation

Follow up
How do I start — A Network event

Know the situation

1. Who brought you or who are you with?
2. How do you approach people?
3. How many conversations can you have in an hour?

Be Strategic

4. Set goals
5. Stay focused

Have a conversation

Follow up
How do I start — A Network event

Know the situation

Be Strategic

Have a conversation

Follow up

1. Introduce yourself and be clear
2. Turn the conversation to them
3. Let them ask about you
4. Look for an opportunity for a follow up
5. Why will this person remember me?
How do I start at a Network event

Know the situation

Be Strategic

Have a conversation

Follow up

1. Budget time for a thorough follow up
2. Who did you meet?
3. Can you have coffee with this person?
4. Did you ask who else should you meet?
How do I start? —

1. Does your hairdresser know people?
2. Your neighbors, community group
3. Attend places when people will be there
4. Join industry groups
5. Get involved in leadership roles, CP/JAM for visibility

Make everyone you know a networking opportunity
Informational Meeting

I  Make the meeting happen

II  The actual meeting
Informational Meeting

Make the meeting happen

1. Send email or message and invite someone

2. Set the parameters

The actual meeting
Informational Meeting

Make the meeting happen

1. Respect your connection’s time
2. Be prepared

The actual meeting
Information Meeting - the actual meeting

Respect their time

1. Arrive Early
2. Meet close to their work
3. Walk around the venue
4. Use the time wisely
5. End well

Be prepared
Information Meeting - the actual meeting

Respect their time

Be prepared

1. Have an agenda
2. Ask how you can help your connection
3. Please DON’T......
   a. Ask for a job
   b. Ask to meet hiring manager
   c. Complain
   d. Give you resume
4. Network
Being Strategic
- Set action goals

I. Who do you want to meet?

II. How do you stay connected?
Being Strategic

Who do you want to meet?

How do you stay connected?

1. Which companies?
2. People who work there
   a. Recruiters
   b. Co-workers
   c. Hiring managers
Being Strategic

Who do you want to meet?

How do you stay connected?

1. Are your LinkedIn connections active?
2. Stay engaged
   a. Birthdays
   b. Promotions
   c. Work anniversaries
   d. Professional matchmaker
3. Avoid approaching your network only when you need something
Resources

Improve your skills

Resources:

The Definitive Book Body Language
How to Win Friends Influence People
The 20 Minute Networking Meeting
Shyness and Social Anxiety Workbook
The 2 Hour Job Search
Ultimate Networking Checklist
https://wallethacks.com/networking-guide
CP Strategic Networking Checklist
Make The Most of Your Networking Events
Summary

1. Pick a networking buddy or two
2. Start small and make weekly goals
3. Select a new group to try out next week
4. Create a compelling intro to share when you want to be introduced.
5. Set networking goals
6. Discuss networking at your accountability and roundtable meetings
7. Workshop next Tuesday 11/19 at 10:15
Thank you for attending Strategic Networking

R. Kevin May & Leanne Raynor
Contact Information

R. Kevin May
rkmay61@gmail.com
804.929.5363
www.linkedin.com/in/r-kevin-may

Leanne Raynor
leannerva@gmail.com
804.337.0861
www.linkedin.com/in/leanneraynor