

help given, hope professed

career connections

NETWORKING

or

“Meet’n’Greet for Fun & Profit”

Kim Lindsey

November 3, 2015

Fulfilling Work

ADVICE AT THE INTERSECTION OF WORK AND LIFE

CAREER

MANAGEMENT

GET A JOB

ROMANCE

STARTUPS

HOW TO BLOG

F

How to find the most fulfilling careers

Posted by: Finding a career | Fulfillment

March 14th, 2010



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Fulfilling Work

Why do we work?

- Paycheck
- Fun
- Friends
- Self-fulfillment
- Achievement
- *Retirement*



Fulfilling Work – Christian Perspective

“Work ... is a consequence of our creation in God’s image.”



John Stott

1921-2011



Fulfilling Work

Stott's definition:

Work is the **expenditure of energy**
(manual or mental or both)
in the **service of others**,
which brings **fulfillment** to the **worker**,
benefit to the community,
and **glory to God**.

Tonight's Agenda

- Review the Basics
- What's Your "Brand"?
- Who Do You Know?
- What's Your Networking Type?
- How Do Others See You?
- Your "Networking Kit"
- Some Hard Questions
- Summary & *Homework*

REVIEW THE BASICS



Review: The 3 “Buckets” of Job Search

What’s in the bucket?



Bucket 1: Know Your “Product”

This is your *Brand Statement*.

EXERCISE !



Review

Cold Networking: R – A – I – N

- Establish **Rapport**
- Obtain **Advice**
- Obtain **Information**
- Ask for **Names**

plus...

- Look for ways that you can **Offer to Help**

Review

Girard's 250 Law

**You know about 250 people,
and so does everyone else.**

Where Can I Meet More People?

- Snail Mail
- Email
- The Internet
- Message Boards
- Telephone Calls
- Church or Other Religious Groups
- Professional Associations
- Continuing Education Classes
- Social/Leisure-Time Groups
- Political Groups
- Public-Facing Volunteer Work

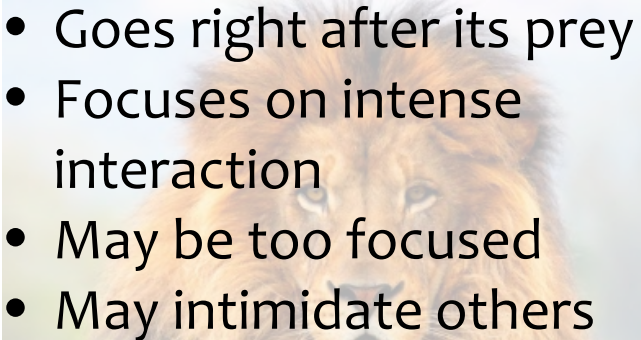
EXERCISE !

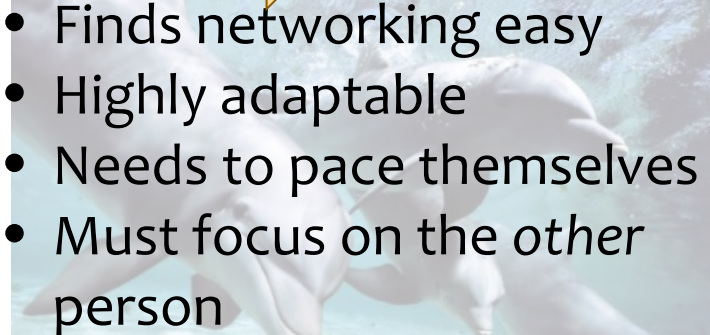


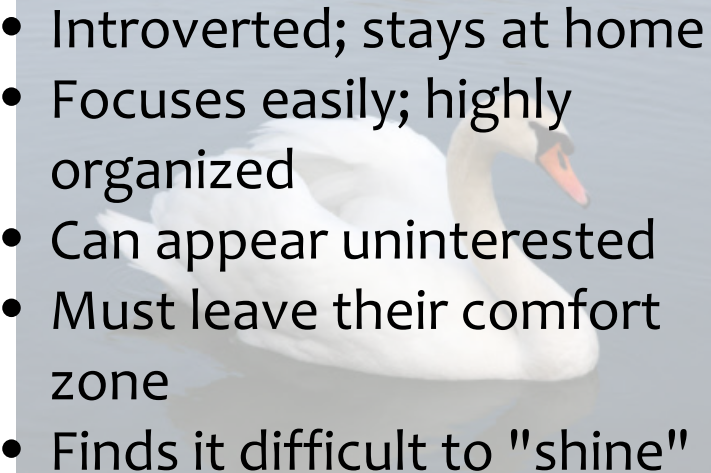
4 Types of Networkers

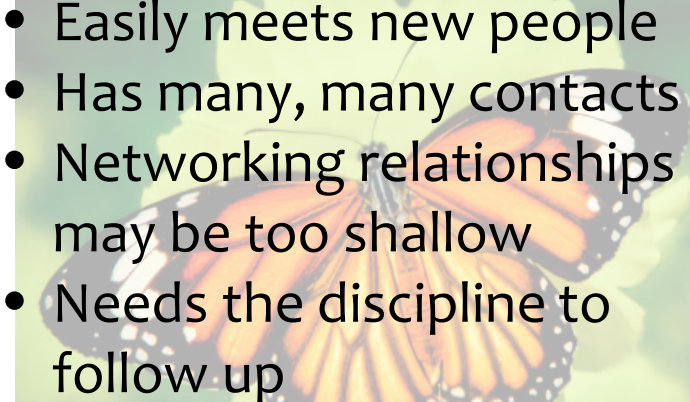
Number

Intensity

- 
- Goes right after its prey
 - Focuses on intense interaction
 - May be too focused
 - May intimidate others

- 
- Finds networking easy
 - Highly adaptable
 - Needs to pace themselves
 - Must focus on the *other* person

- 
- Introverted; stays at home
 - Focuses easily; highly organized
 - Can appear uninterested
 - Must leave their comfort zone
 - Finds it difficult to "shine"

- 
- Easily meets new people
 - Has many, many contacts
 - Networking relationships may be too shallow
 - Needs the discipline to follow up

Face-to-Face Basics (F2F)

- Have business cards
 - *Mini resume on the back?*
- Keep accurate records
- Make eye contact

Nametag Placement



What Impression Do I Make?



Perception Is Reality.

Who Would You Rather Talk To?



Who Would You Rather Interview?



Who Would You Hire?



Don't Be a “Toxic” Networker

Don't Be
That Guy!



“Kit” for Networking Events

- Copies of your resume
- Personal business cards
- (Optional) Custom branded nametag
- List of specific target companies
- List of potential job titles
- Detailed (memorized) stories about your work achievements (note cards)
- Pen and small notepad
- Breath mints, brush or comb, tissue or handkerchief
- Appropriate clothing for face-to-face meetings

**BE
MEMORABLE!**

SOME HARD QUESTIONS



A photograph of a white surface covered with numerous small, white, three-dimensional cubes. A single, solid red ball is positioned in the center-right area of the frame. The lighting creates soft shadows, giving the cubes and ball a three-dimensional appearance. The background is a dark, textured surface, possibly wood, visible at the top and right edges.

**IT'S NOT ENOUGH TO GO INTO
WORK EACH DAY THINKING THAT
WHAT GOT YOU HIRED IS ENOUGH
TO KEEP YOU EMPLOYED.**

Reality

- Do you have the skills that employers want now?
- Are you using your free time to develop new skills?
- You've invested in your children's education; have you kept investing in your own?

Reality

- What are the “hot topics” in your field? What books are people reading? Who are the “thought leaders?” Why *don't* you know?
- Are you giving employers reasons not to hire you?

Reality

- You can't get a job in the past, any more than you can effectively live in the past. All the jobs are in the present.
- If you don't really want to find a job, you won't find one.

Reality

- Do you only want to be around people who are just like you?

Reality



Remember ...

*What God wants for you
is always possible,
starting from
where you are right now.*

SUMMARY



10 Essential Networking Habits

1. Seek relationships, not just contacts.
2. Focus on referrals.
3. Work outward from trusted relationships.
4. Find ways to be helpful.
5. Take advantage of group settings.
6. Seek network connections everywhere.
7. Follow up / follow-through.
8. Bring networking to every corner of your life.
9. Develop your own networking style.
10. *Lighten up! Have a sense of humor. :-)*

Something to Think About

“People who start networking every time they switch jobs but don’t stick to it in the interim are like the folks who exercise and diet for two weeks because the doctor ordered them to lose weight, but then drop the healthy lifestyle until the next crisis.”

