Young Professional Networking

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April 26, 2017
Seminar Purpose: To provide an opportunity for Young Professionals to network with personnel from different organizations and different locations

Seminar Format:
- Importance of Networking (10 min)
- Ice-breakers (25 min)
- Concluding Thoughts (5 min)
- Networking Opportunity (15 min)
Importance of Networking

- Networking is about making connections and building enduring, mutually beneficial relationships.

Opportunity

Advice

Positive Influence

Friendship

Assistance
Why Network?

- Learn about your industry
- Establish business contacts & get “plugged in” to your community
- Seek new career opportunities
- Create & build relationships
- Create referral networks
- Professional development
- Develop knowledge resources

ESPECIALLY IMPORTANT IN THIS DAY OF TELEWORK and VIRTUAL OFFICES
ICEBREAKERS
Icebreaker

You’ve been given a number…

1 or 2

Find someone with a different number - who works for a different agency/organization OR works in a different state.
Icebreaker Guidelines

5 minutes: You will respond to a question posed by your partner.

5 minutes: You will ask your partner a different question.

SWITCH Partners

REPEAT
Icebreaker

#1s - Ask your #2:

“What projects are you currently working on?”
Icebreakers

#2s - Ask your #1:

“What is your biggest challenge?”
SWITCH PARTNERS
Icebreakers

#1s - Ask your #2:

“What brought you here?”
Icebreakers

#2s - Ask your #1:

“How did you get into your line of business?”
Concluding Thoughts…

- Make concerted effort to take participate in networking opportunities

  - Professional Organizations (NCMA, Engineering or Program Management Organizations)
  - Community Organizations (Chamber of Commerce, Volunteer Organizations, Social Service Organizations)
  - Betterment Organizations (Toast Masters, Leadership Development)
Concluding Thoughts…

➢ Create your own networking opportunities
  • Recent college graduates
  • Alumni organizations

➢ Sometimes the best networking is with people with which you have NOTHING in common
NETWORKING OPPORTUNITY