

Speed Networking with Colleagues Across the College

Interesting facts



- **More than 80%** of professionals agree that networking is key to their career

Interesting facts



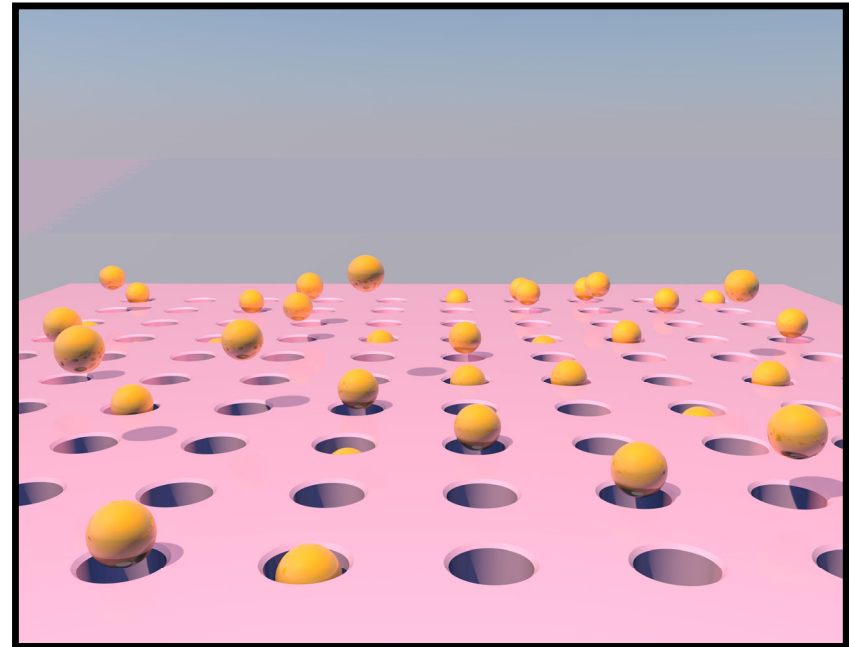
- **Approximately 41%** of individuals desire the opportunities to network at their workplace.

Interesting facts



- **Approximately 48%** of professionals keep up with their network.

Interesting facts



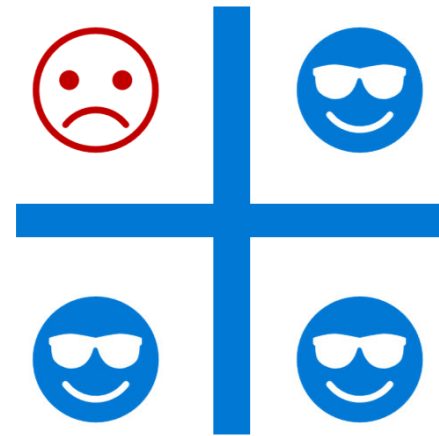
- Networking helps to fill **85% of positions**

Interesting facts



- A study found **35.5 million people** received employment through LinkedIn.

Interesting facts



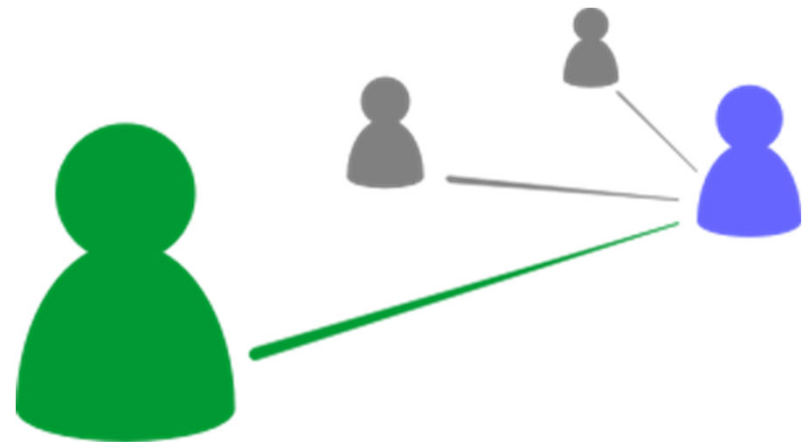
- **One in four** people don't network

49% of people
don't have enough
time to network or
keep up with their
network
-LinkedIn



What is Speed Networking?

- **Structured, fast-paced activity**
- **Series of 1-to-1 information exchanges**



Speed Networking Skill Level



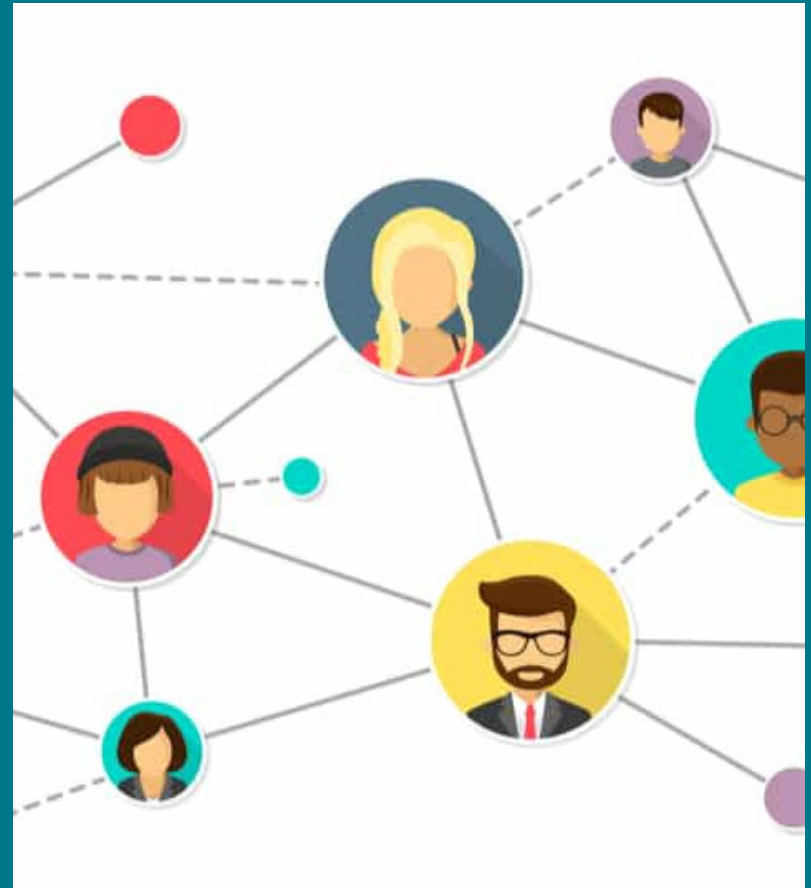
Beginner

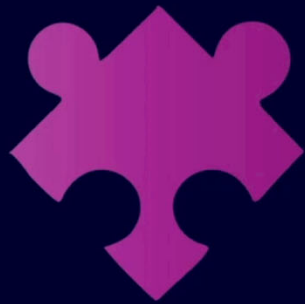
Intermediate

Expert

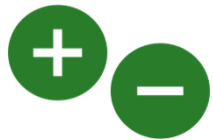
Speed Networking Simulation

- 15 minutes total
- Network with as many participants as you can.
- **Challenge:** When you hear the bell (every 3 minutes) switch to someone new.





Simulation Debrief



- **What did you like, not like, about simulation?**



- **Were you prepared with a pitch?**



- **How many would have preferred segmented groups?**

Good PERKS



Structured



**The More, The
Better**



**Non-
Judgement
Zone**

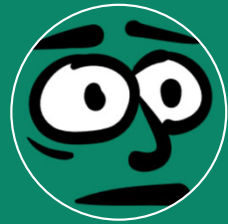


Get to the point

Not So Good PERKS



Limited Time



Social Anxiety

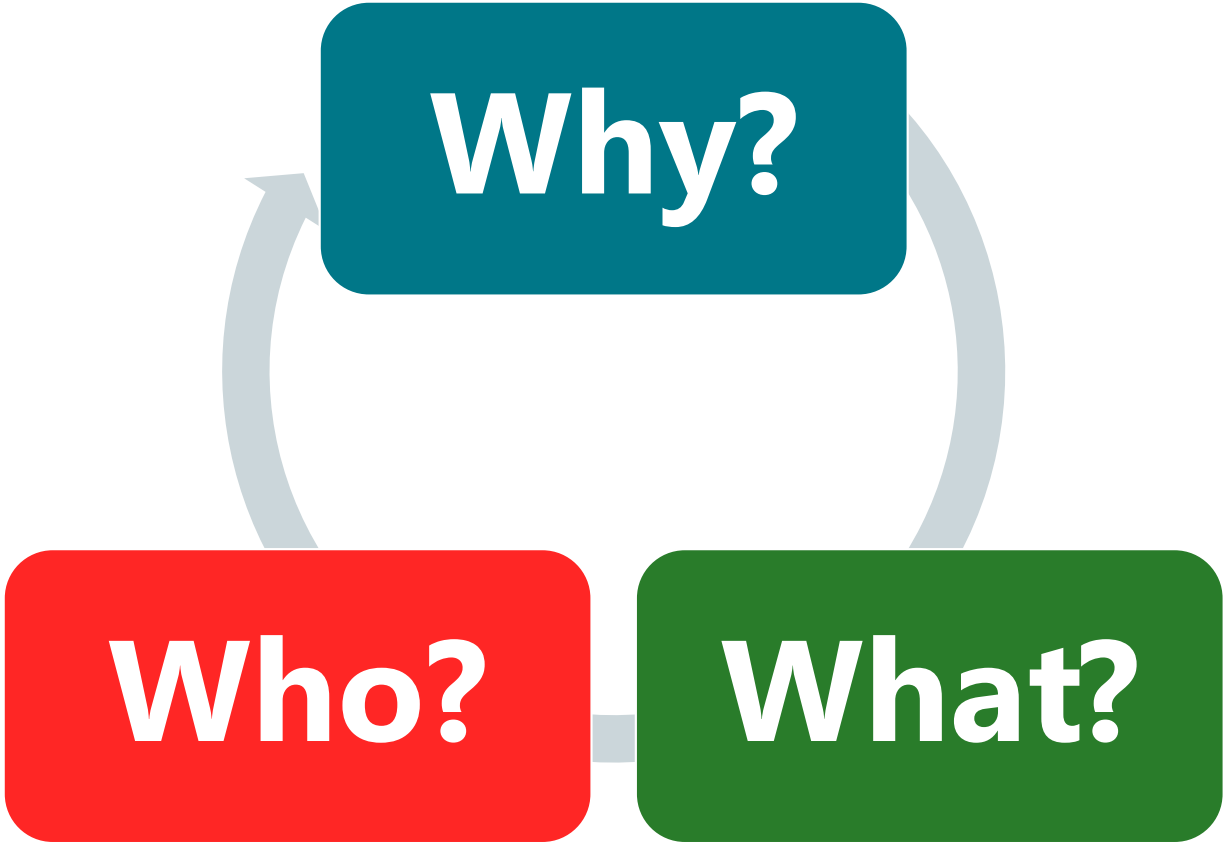


Exhaustion



Difficult to follow-up

Establish Your Purpose



60 Second Networking Pitch

Goal: introduction, engage audience, start conversation, exchange contacts

- Introduce yourself
- Goal/Purpose: **WHY**
- Your job role/responsibilities
- **WHAT** services/resources can you provide



Example:

Event: Speed Networking at Jubala

Audience: Aspiring Leaders of Triangle

Pitch: Hi, my name is Tami, I'm a leadership trainer at Wake Tech. I'm here today to build my professional network. I teach leadership skills to enhance performance. I can offer leadership consultations and training to various industries. In my spare time I enjoy yoga, lattes, and biscotti, what about you?

Overcoming Anxieties

Be Prepared

- Take a self-assessment
 - **Disc**
 - **Myers-Briggs**
 - **16 personalities**



Overcoming Anxieties

Select Events

- Segment Audience

Set Realistic Goals

- Your expectations?



Overcoming Anxieties

Check Your Appearance

- Hair
- Clothing
- Shoes



Overcome Anxieties

Arrive Early

- 30 minutes: Relax!

Seek Mentor

- Colleague, friend, leader

Channel Nervous Energy

- Speak positive thoughts



Be Yourself, Everyone Else Is Taken!

Locate Networking Events

- Debra Mathias LinkedIn/Sales Trainer to Connect to Clients
- Eventbrite
- Meetups
- Local Chambers
- Check your organization



Build Relationships

- Be a **resource** first
- Speak with **Purpose and Passion**
- **Listen**: Deeply and Actively
- Be **Authentic**
- Ask Good **Questions**



Build Relationships

- Give **Compliments**
- Have something to **record contacts**
- **Pay attention** to Nonverbal Communication
- **Follow-up** via email or phone call



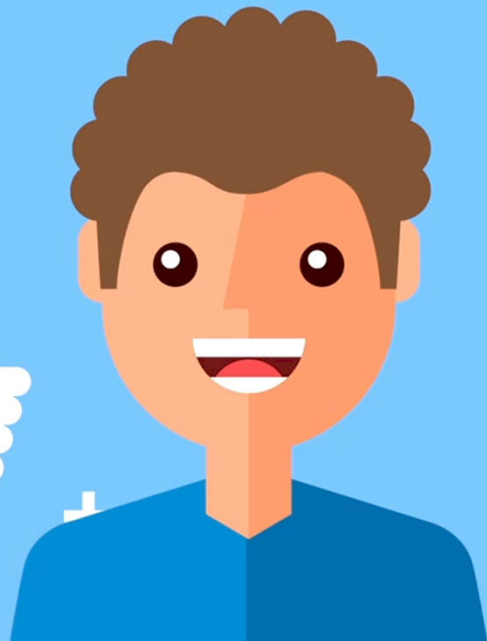
Speed Networking Simulation

- 15 min
- Use strategies and tips learned
- **Challenge:** When you hear the bell switch to someone new.
- Using contact form ,document a minimum of 3 participants you plan to follow up with.
 - Name
 - Email/Phone
 - Identifier





HAVE FUN!!



Reflection & Questions