Inspired Networking: The Way of Connection, Today and for a Lifetime

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There are countless adventures between minds out there, waiting to happen, in each encounter, each day of our lives.
There’s always a possibility for new opportunity

Opportunities arise all the time

- Are you visible?
- Top of mind?
- Prepared to shine?

Effective networking assures access to new opportunities, great resources and the organizations and individuals who can connect you.
The 90% Factor

How you network will impact what you produce in your networking

• 90% of jobs/new opportunities initiated through networking
• It’s less than “Six Degrees of Separation”
• Increasingly, the work of work is relationships
  – Initiating
  – Cultivating
  – Expanding
  – Maintaining and Sustaining
  – Sharing and Reciprocating
Your Network

- Acquaintances
- Allies/Colleagues
- Friends
- Inner Circle
Are You LinkedIn?

Tips to Increase Reach and Activity

41 million professionals around the world further connection, create opportunities and build careers using LinkedIn

• Add email and mobile phone to LinkedIn Profile
• Add mobile phone and Profile link to email
• Complete your LinkedIn Profile
• Regularly update what you’re working on or add/edit something
• Get others LinkedIn
• Share best practices
Your Brand: Who You Are and How You Add Value

Your distinction =
What you enjoy doing +
What’s made you successful +
Your strengths +
How you serve organizations and/or individuals

• It’s not a “pitch,” it’s about how you create value
• You can’t distinguish yourself if you don’t know what distinguishes you
• It is conscious, consistent behavior and thoughtful, strategic communication
• It’s articulation in a way that’s indelible and repeatable
Who’s in your network?

Not just anybody, your “somebodies”:

• Are open to connection
• Get to know you
• Are advocates (Malcolm Gladwell)
• Will make time/take time for you
• Are reliable in following through

From this point on, resolve that you’re going to develop, nurture and maintain connection with your “somebodies.”
Technology serves efficiency, however...
We Need to Talk
The Art of Conversation

True ease in talking comes from art, not chance, as those move easiest who have learned to dance

• Conversation is fueled by attention and interest
• Five Maxims:
  – Find incentive, be intentional
  – Listen, notice
  – Think before you speak
  – Don’t assume
  – Take turns
• Three principles:
  – Generosity
  – Openness
  – Clarity
Bibliography

Beaudine, Bob
The Power of Who

Blythe, Catherine
The Art of Conversation

Leider, Richard
My Sounding Board:
Support for Making Sound Choices