

A stage with a metal truss system at the top holding several spotlights. The spotlights are directed downwards, creating a blue and white glow on the stage floor. The background is dark with some light streaks.

Strategic Networking

Creating a Circle of Influence



RULES OF THE ROOM



Take off Judge Judy hat
Put on Curious George Mindset



Respect other people's growth journey
Don't share other people's personal stories



Avoid the stress of multi-tasking
Embrace this 90 minutes to focus on your growth

Agenda

- Networking: What gets in our way?
- Creating My Strategic Networking Plan
- Goals
- Networking Special Project



SOAR Leaders self-rank between 2 – 9: Ability to network to support their career

0

5

10

What we love!

Connections
Meeting new people
Collaboration
Learning from others
Relationship building
Knowledge sharing

Our Challenges

Lack of confidence
Finding the time
Getting started
Getting outside of my bubble
Asking for help
Creating opportunities







A top-down view of a diverse group of people in a meeting. They are gathered around a wooden table, and their hands are stacked in a circle in the center, symbolizing teamwork. On the table, there is a laptop, a coffee cup, a donut, and some papers. The overall tone is professional and collaborative.

Stop Networking

Start Building Your Team.

Your story on networking drives your results.





Networking Myths Debunked

I must go to networking meetings to build a strong network.



Building your circle of influence happens every day, everywhere you.

I have a strong network within my company, I don't need to network.



A balanced, valuable circle of influence, includes people inside and outside of your company.

I have to be an extroverted, super connector to create and attract a valuable network.



Being authentically you while strategically planning will create a valuable circle of influence.

Networking is something I will do when I have extra time.



For a long-lasting, fulfilling career, building your circle of influence must be in your top 5 of priorities.

What is your story about networking?

Strategic Networking Plan

Step 1: Define your Career Vision → LDP

Step 2: Identify WHO you want to be in your Network

Step 3: Establish a Communication Plan

What is my unique value?

- I see talent immediately and know how to coach someone to bring out their best.
- I bring focus, efficiency and accuracy to every project which is why my projects are on time and in budget.
- I have strong communication skills. I am able to talk to people at various levels within an organization and am able to successfully navigate through tough conversations.

Where do I want to be and what do I want to be doing:

1-year Vision

Lead Program Manager within the Government Sector living in Austin, TX.

5-year Vision

Working in the D&I sector using my coaching and leadership skills with the opportunity to grow into leading direct reports. Open to relocation. Want a place that has 4 seasons, is within 2 hours of a beach or large body of water and close to an International airport.

You choose your Circle of Influence



Three Circles of Influence



New & Developing Contacts

New Contacts, People in my Social Media Networks

Trusted Partners

Colleagues, Clients, Vendors, Community, Volunteer

Personal Board of Directors

Those key people in your life that support your career dreams.

**QUALITY
OVER
QUANTITY**

Identify WHO you want to invite into your Circle of Influence





WHO?

Mentor

Connector

Trendsetter

Idealist

Partner

Coach

Industry Insider

Visionary

Realist

Up-&-Comer



Where do I find them?

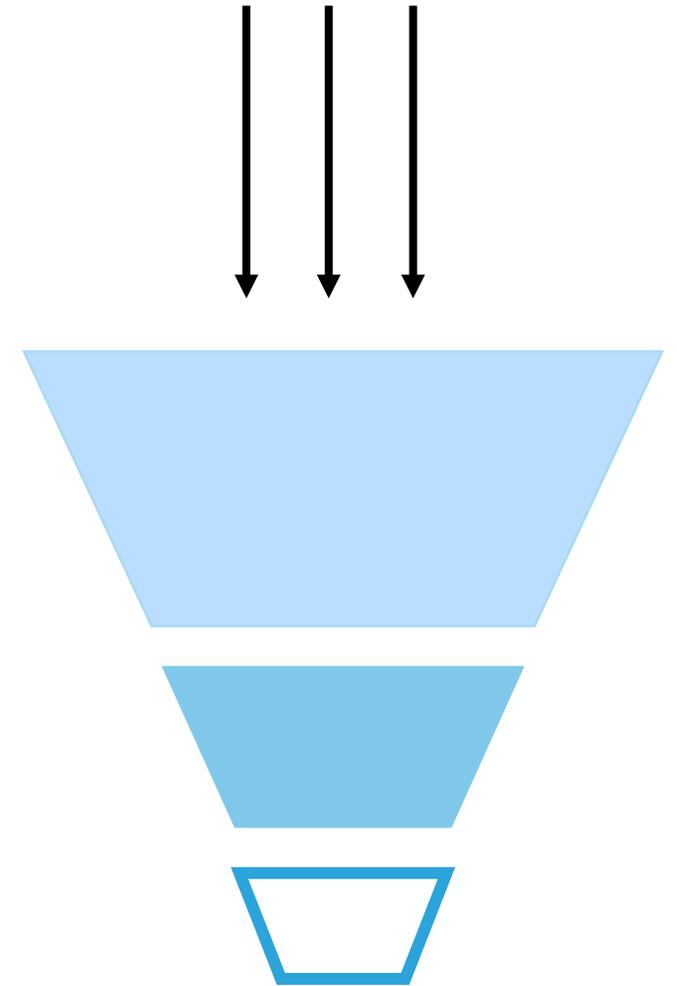
How can I serve each Circle of Influence?



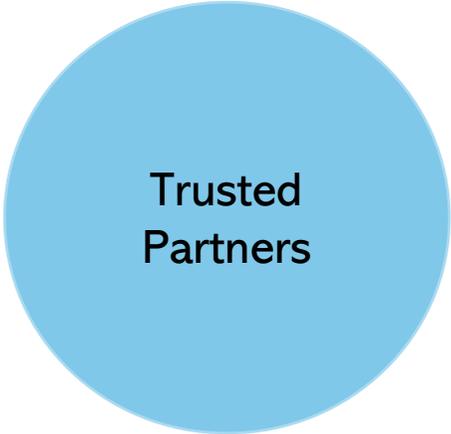
Simple & Easy to do
Fits in your schedule
Something you are comfortable doing
Consistent

Developing New Contacts

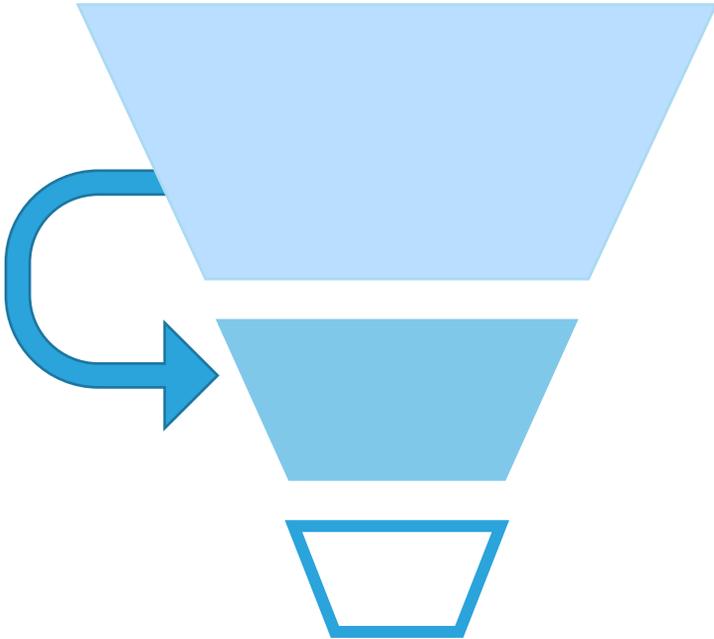
- Authentic
- Mutually Beneficial
- Mindset of Service



How can I serve each Circle of Influence?



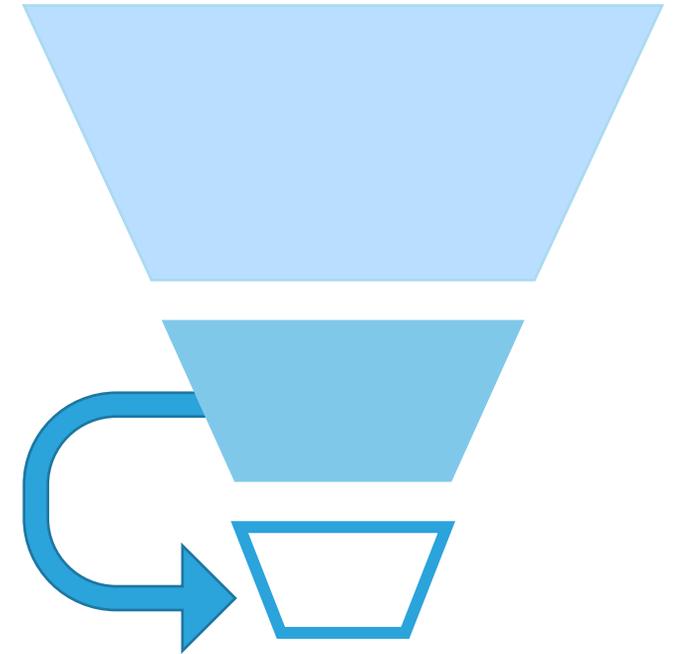
Personal
Stronger intention of connectedness
Supporting their passively



How can I serve each Circle of Influence?



Commit more time and effort
Actively Supporting their Goals
Sharing your Goals, Dreams and
Vision



New & Developing Contacts

Voicemail – Your referrals are the best compliment I can get!

Quarterly Mailer with Valuable Content



Trusted Partners

Personal texts during holidays
Occasional call – How are you doing?



Personal Board of Directors

Invitations to lunch or HH
Referrals within his network
Share business strategies



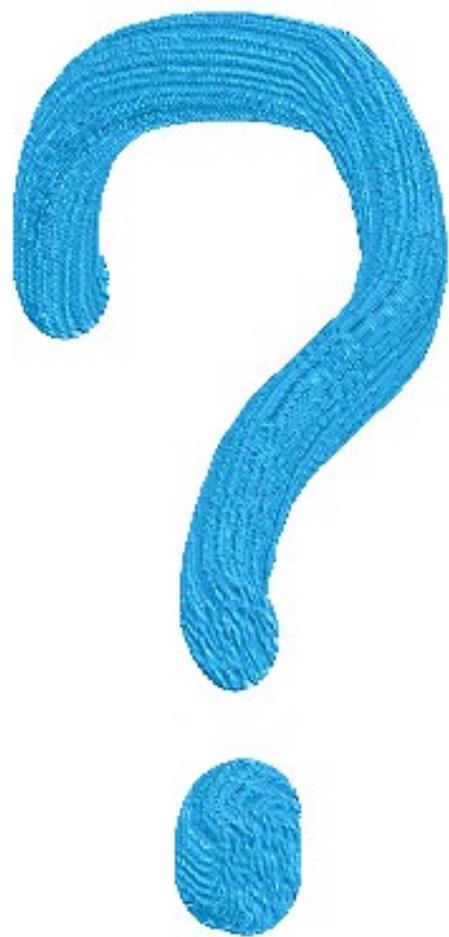
Consistency is KEY

1. Time block your Actions
2. Evaluate your Results

H A B I T S

Step 3: Make it a HABIT!





Leadership Work



In this workshop, I learned...



Following this workshop, the things I want to discuss with my accountability partner are...



Based on these lessons, my goal for the next two weeks is...

Networking Special Project

- Optional project
- Lead a Networking Meeting for **RISE** 2021 Participants in May



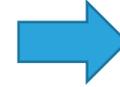
Surround yourself with the dreamers and the doers, the believers and the thinkers, but most of all, surround yourself with those who see the greatness within you, even when you don't see it yourself.

- Edmund Lee



New & Developing Contacts

Simple & Easy to do
Fits in your schedule
Something you are comfortable doing
Consistent

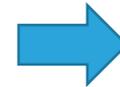


How can I serve each Circle of Influence?

- Invite all new contacts to connect on SM
- Post one article per month on LinkedIn
- Comment & like weekly on the blogs, article & quotes on SM that resonate with me.
- Invite to my free speaking & volunteer events

Trusted Partners

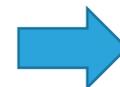
Personal
Stronger intention of connectedness
Supporting their passively



- Call 2 people in my extended network for 15-minute "What amazing things are happening for you?"-type calls
- Contribute comments & support to their articles, blogs & posts.
- Send a "check-in" text, email, SM DM or Q/IM to 3 people in my extended network/week.

Personal Board of Directors

Commit more time and effort
Actively Supporting their Goals
Sharing your Goals, Dreams and Vision



- Share their articles or Calls-to-Action with my network
- Send written birthday cards each year
- Write 1 recommendation/month
- Attend their webinars, training and other events when possible