

Connect the Dots:

Advance Your Career with Networking

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What is Networking & Why is it Important?

- Building Strong Relationships
- Sources of New Ideas
- Raising Your Profile
- Opens New Doors
- Facilitates Exchange of Information
- Widens Support Network



70%-80% of jobs are never publicly posted because they are filled directly via networking

Building Authentic Relationships



- More than exchanging a business card
- Lead with inquiry
- Ask open ended questions
- Listen
- Be open and share best practices



- Are you involved with local associations or professional groups?
- Consider active engagement like leadership, committee or Board roles
- Mentoring
- Professional Development

Add Value to the
“Community”

Investing in and Sustaining Your Network

- Maintaining relationships
- Staying in touch
- Offering information
- Make plans to get together
- Follow Up

Building Networking Into How You Work

- Getting involved in local organizations
- Contributing to the Talent/HR/Learning Community
- Thinking outside your 4 walls

How much time do you spend serving the professional community?



Common Pitfalls of Networking

- Confidence: Handshake and eye contact
- Intent: What's your intent?
 - No pitching
- Staying in your bubble
- Behaviors:
 - Drinking
 - Looking for a job or for a date



Creating a Strategy for Meetings & Conferences

- Set a goal to make a specific number of meaningful connections.
- Have a plan to step outside of your comfort zone.
- Lead with inquiry
- Follow Up



See you at
the ATD
Conference!
-Jamie

The logo for Catalyst Strategy Solutions features the word "CATALYST" in a large, white, sans-serif font. A thin, curved line arches over the letters "A", "L", and "Y", ending in a multi-pointed starburst. Below "CATALYST", the words "STRATEGY SOLUTIONS" are written in a smaller, white, spaced-out sans-serif font.

CATALYST

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