

Networking

A Component of BestPrep's Classroom Plus Program

Presenter Info: Name and Company



Agenda

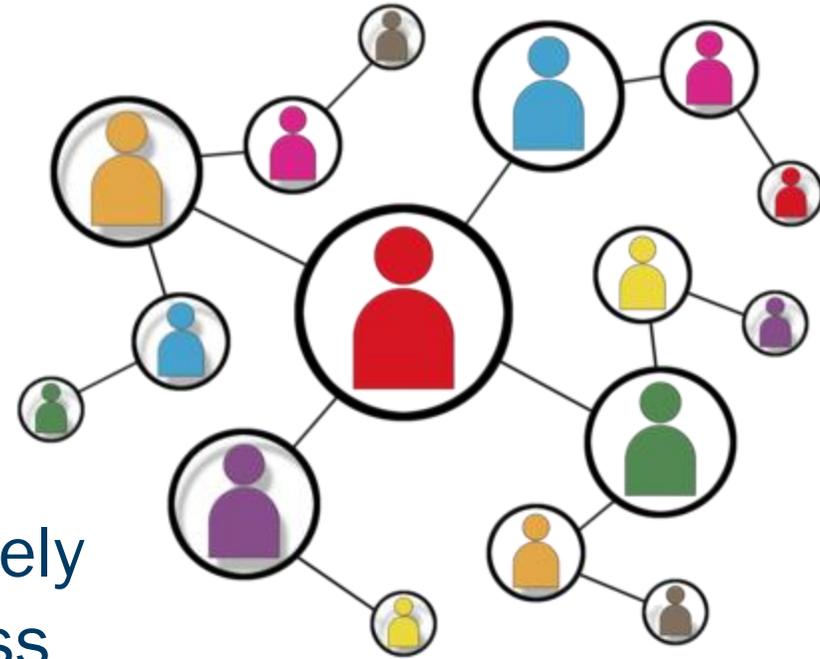
- Purpose of networking
- When do you network?
- The Art of Networking
- A quality handshake
- Etiquette tips
- 30-second elevator speech
- Networking plan
- Practice makes perfect

Purpose of Networking

- **Meet new people:** meet people who have the same interests as you and those who don't!
- **Meet potential mentors:** people who can guide you, offer advice, be your personal cheerleader
- **Practice conversational and social skills:** we are always interacting with other people. Some are better at this than others. Great way to learn interpersonal skills
- **Explore jobs and career pathways:** get the inside school on jobs you're interested in and learn about roles you haven't heard of
- **Find business opportunities:** if you own your own business, this is essential way to market your products and gain clientele

When Do You Network?

- Always!
- At school/office
- Receptions/conferences
- Parties (work or social)
- Networking events (e.g. privately organized, local small business chapters)



Who Can Be Your Network?

- **At school:** teachers, students, school counselors, coaches, managers, tutors
- **At work:** manager, coworkers – they see how to show up everyday. Can be your biggest advocates!
- **Family/personal relationships:** parents, friends parents, friends, extended family, they could know people in careers or industries you're interested in
- **Clubs/organizations:** this can be a sports team, a school club like DECA or 4-H, volunteer work, church groups, etc.

The Art of Networking

- **Don't be afraid** to approach individuals or groups
- Introduce yourself **with a short elevator pitch** – who you are, what you do, future goals/intentions
- **Ask questions just as much** as you talk about yourself
- **Be aware of body language** – make eye contact, have good posture, never be on your phone while others are talking!
- Exchange contact information – **connect on LinkedIn** or other appropriate social media
- **Stay connected** – interact with them on social media, send a quick note to them to stay in touch

A Quality Handshake



Good

- Firm
- Full connection
- 1-2 shakes

Not Good

- Dead fish
- Bone crusher
- Under/overshot
- Shake and grab

Etiquette Tips

- Wear name tags on your right
- Keep your right hand empty for ease of introduction
- Shake hands and make eye contact
- Repeat names to commit them to memory
- Put your phone away
- Don't dominate the conversation
- Follow-up

30-Second Elevator Speech

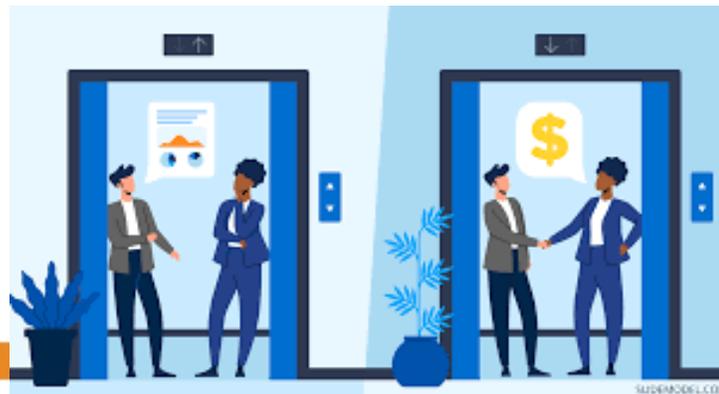
- Introduce yourself
- Who do you work for (or aspire to work for)
- What do you do or where do you excel
- Who can you help and how



Sample Elevator Speech

Hello, I'm **Heather Rosales**. I am a research manager with Ann Schleck & Co., which is an fi360 company providing strategic business services to the retirement industry.

We are a uniquely focused firm with unparalleled research and training expertise. Every project is designed to help retirement service providers, investment companies, advisors and consultants gather, grow, and protect assets through better investment and business decision-making.



Write Your Elevator Speech

Template:

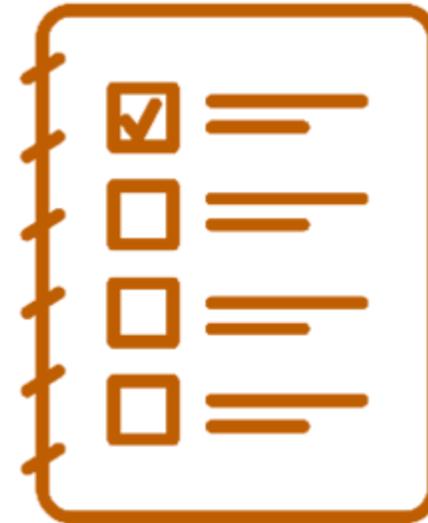
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Networking Plan

- Document your plan
 - Events when/how many
 - One-on-one meeting/coffee
- Know the types of connections you want to make
- Schedule time to follow up with contacts
- Don't forget to ask for referrals



Practice Makes Perfect

Speed Networking Activity

- Introductions
- Handshake
- Practice your elevator speech



Speed Networking

01:00

1. Students will divide in half.
2. One half of the students will be in the inner circle, and the other will be the outer circle.
3. The inner and outer circles will face each other so that everyone has a partner.
4. You have 60 seconds to both:
 - Introduce yourself with a handshake
 - Give your elevator speech
5. We will then have the inner circle shift to the right when the timer is up!



Questions?



Student Survey



Thank You!

BestPrep gratefully acknowledges the support provided by several volunteers to offer Networking as a part of Classroom Plus.

