

GWebinars



Who are you talking to? Networking as part of everyday life

Tamara Raymond, CCAS MA '08

Innovative Management Consulting, Inc.



Alumni

THE GEORGE
WASHINGTON
UNIVERSITY
WASHINGTON, DC



● About Tamara

- Leadership development and executive coach
- Currently the founder and principal consultant at Innovative Management Consulting (IMC)
- Worked with clients within a wide range of industries
- MA in Organizational Management from GW; a BA in Psychology/International Relations from Lawrence University; and several related industry certifications
- Articles have been published in over 200 publications
- Her first book, *Careering: The Pocket Guide to Exploring Your Future Career*, was released in 2017.



Alumni

THE GEORGE
WASHINGTON
UNIVERSITY
WASHINGTON, DC

What is networking?

- **Traditional networking** - The cultivation of productive relationships for employment or business (*merriam-webster.com*)



VS.

- **Creative networking** - Interact with others to exchange information and develop professional or social contacts (*oxforddictionaries.com*)



Where you Network?

- Traditional Networking



+

- Creative Networking (opportunities often overlooked)



Tips to consider when networking

Traditional networking

- If you're ill – reschedule
- Give yourself the gift of being on-time and communicate as soon as you know you'll be late
- Be courteous to those you meet
- Be alert and confident (be aware of your body language - sit upright, stand tall, relax your face)
- Be aware of your voice and the way you speak
- Don't stop sharing or get discouraged if you don't get the outcome you want – keep going

Creative networking

- Listen
 - Be authentic
 - Remember to share what you're up to
 - Be engaged
- ❖ For myself and others it's normal to be uncomfortable but share anyway

Creative Networking

Incorporating networking in your daily life

Don't overlook your friends



Share while having fun



Look closer to home



Share with your family



How to turn contacts to contracts

- Share what you are up to and follow through when an opportunity presents itself



- Listen to what others (including companies) are up to and present an idea/solution



Summary

- Networking
 - All it takes is sharing and listening.
 - You never know what you can contribute to others and have others contribute to you.

Does anyone have:

- Tips that they want to share?
- Examples of how networking has helped them?
- Questions?

Feel free to contact me!

- www.imcleaders.com
-   @TamaraSRaymond

- For those who know young people in high school or just starting out, check out Step 4 “The Power of Networking”, in my book, *Careering: The Pocket Guide to Exploring Your Future Career*.

