

# 2016 Annual Child Support Training Conference & Expo



## PIECING IT ALL TOGETHER

**May 3–5, 2016 » Garden Grove, California**

CHILD SUPPORT DIRECTORS ASSOCIATION OF CALIFORNIA

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## Structured Networking

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# Why Network?



# Why You Should Network

- Learn the dynamics of your organization
- Establish contacts
- Find out about new opportunities
- Create win-win relationships
- Professional development
- Increase your knowledge base

# Networking Is:

- Meeting and getting to know people who are willing to share information, advice, and assistance
- Building ongoing relationships
- Following up and maintaining contact with those who have assisted you
- Reciprocal

# Networking Is Not:

- Asking for a job
- Collecting business cards
- Randomly passing out business cards
- Using people

# Example





# Developing & Maintaining Your Network

- Initial meeting
  - Planned
  - Unplanned
- Follow-up and follow-through
  - Takes effort
- Contact frequency
  - Once or more times each year
  - Offer information or introductions
  - Holidays
- Continuous process

# The Basics

- Smile!
- Eye contact
- Personal space
- Business cards or contact info
- Open-ended questions
- Active listening
- Use the person's name

# Shyness

- Start small
- Ask for introductions
- Recognize your value
- Be yourself
- Prepare
- Don't take it personally

# Shaking Hands



# Conversation Starters



# Moving On

- “I’m going to grab another one of those... it was really nice to meet you.”
- “I was just headed to the restroom when I stopped to talk; it was great meeting you.”
- “I just saw a friend and I was hoping to say hello. It was great meeting you.”
- “I don’t want to take up too much of your time; it was great to talk with you.”

# Moving On

- “I’d love to stay in touch– do you have a card?”
- “I’m going to mingle a little more, it was great meeting you.”
- “I’d love to introduce you to...”

# “Structured” Networking





# “Free” Networking





If you want to  
go fast, go  
alone.  
If you want to  
go far, go with  
others.

*- African proverb*

# Sources:

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Thank you!

*Please be sure to complete the session evaluation.*

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