

IACC Networking Presentation

Most of our face to face ways of networking are not available to us.

There are so many alternative ways we can network.

The Do's

- Think about your goal – do you want to find your next job, work on your career and personal brand, keep in touch with your customers until business improves, explore ways to pivot or just meet new people - Sorcha Hunter – Hunter Labour Hire has just launched Tradie Eats. Delivering food to construction sites and tradies.
- Write down your goals. What do you want to achieve.
- List the top 20 contacts in your network that can help you achieve that goal
- Prepare a basic communication plan – some templated messaging and ways that you will interact and personalize them for each one you send.
- Be helpful – think about what those 20 people need help with now and how you can help their communities and the people they know
- Offer some free services or resources
- Reach out to people you haven't been in touch with for a long time, or those who may be struggling
- When you ask for help be very specific and make it easy for them.
- Dress appropriately for a video call – check your lighting and background.
- Read Peter Longhurst's book "A simple Thank You"
- Connect to members of IACC and speakers on these webinars

The Don'ts

- Don't be salesy – there is a big backlash against this
- Overcommunicate. People will tire of this easily
- Avoid sending out blanket emails or messages
- Do the same as everyone else. Think of ways to be different.
- Use only one channel. Mix it up.
- Upset people with your strong views – this is a sensitive and stressful time for many people
- Wear your politics, religion or beliefs on your sleeves
- No bullying or harassment
- Comment negatively on someone else's post.
- Take your frustration out on others.
- Use text speak – think about what you are writing or saying

Connect to us via:

glowupcareers.com - sign up to our newsletter and explore our career coaching

Yvonne's LinkedIn - linkedin.com/in/yvonnekelly1/

Follow us on Instagram – instagram.com/glowupcareers/

LinkedIn Company Page - linkedin.com/company/glowupcareers