



The webinar will begin soon. While you wait, please share in the chat box:

What is the focus of your VISTA assignment and where are you located?

Building a Professional Network for Service and Career



VISTA
Volunteers In Service To America

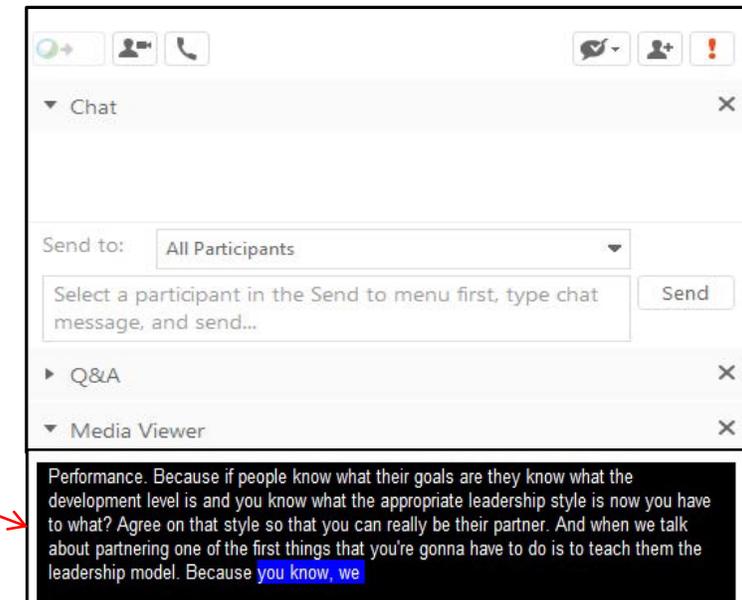
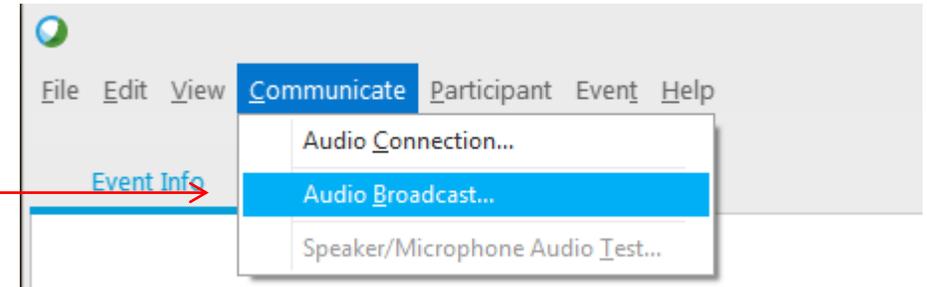
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Connecting to Audio



- Audio broadcast
- Call in via phone (number and passcode listed on each slide)
- View Closed Captions in the Media Viewer panel



Tips for Participating

- Share comments and ideas in the Chat panel (send to "All Participants")
- Ask questions in the Q&A panel (send to "All Panelists")
- Some WebEx features are not available on mobile devices
- Links and recording will be available after the session

Click this button if you don't see the chat panel.

COMPUTER

MOBILE



Building a Professional Network for Service and Career



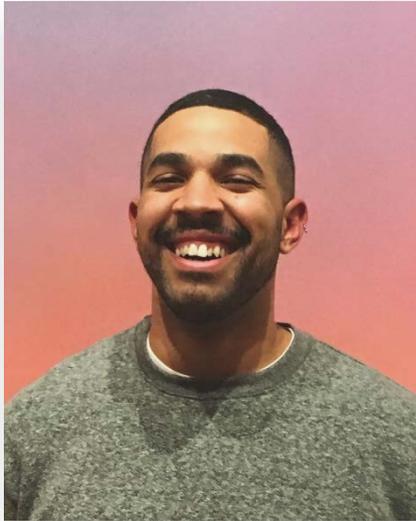
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Corporation for
**NATIONAL &
COMMUNITY
SERVICE** 

Today's Speakers

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Calvin Landrum

VISTA Training Team

NCCC Class 19 & 20



Denise Riebman

Trachtenberg School, George
Washington University &
CareerHappinessCoaching.com

VISTA 1994-1995

Agenda

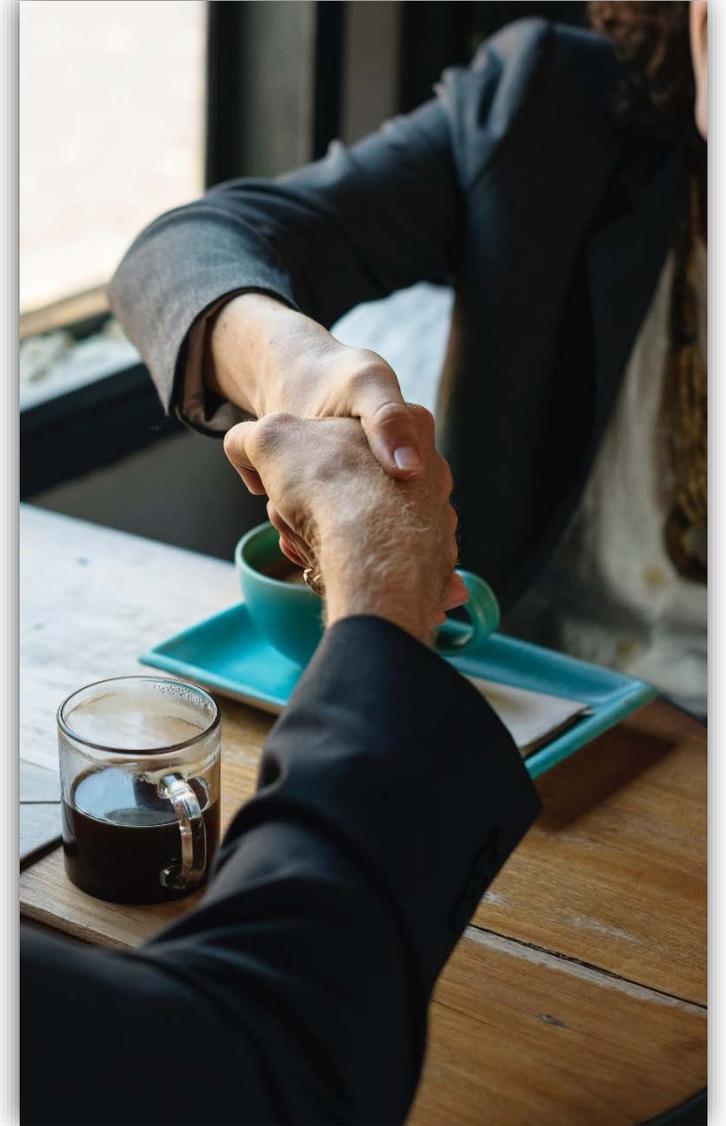
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- Why build a network?
- Learning before doing
- Online resources
- Offline connections
- Long term perspective

Networking

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Synonyms for network

verb to socialize for professional or personal gain

Common Informal III III

associate

hobnob

mingle

make contacts

rub elbows

circulate

meet

schmooze

meet and greet



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networking

[**net**-wur-king] Spell Syllables

[Examples](#) [Word Origin](#)

noun

1. a supportive system of sharing information and services among individuals and groups having a common interest:
"Working mothers in the community use networking to help themselves manage successfully."



networking

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[Examples](#) [Word Origin](#)

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1. a supportive system of sharing information and services among individuals and groups having a common interest:
"Working mothers in the community use networking to help themselves manage successfully."

Career Capital

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#1 predictor of career success is being in an Open Network

- Multiple unique groups and relationships results in...
 - Diverse and more true perspective of the world
 - Access to new information
 - Connection between groups
 - Creative breakthroughs

What to say?

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Uh oh...what
do I talk about
now?

What to say?

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- Know yourself.
- Know your organization.
- Know your field.



ASSESS



ASSESS

BE AWARE



ASSESS

BE AWARE

CONVERSE

Networking ABC's

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DO



DO
EDUCATE



DO
EDUCCATE
FOLLOW

What to say?

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Thanks for your card – it would be great to talk more about your upcoming wind power conference. I'll also send you contact info for that potential panelist on energy financing we were talking about today.



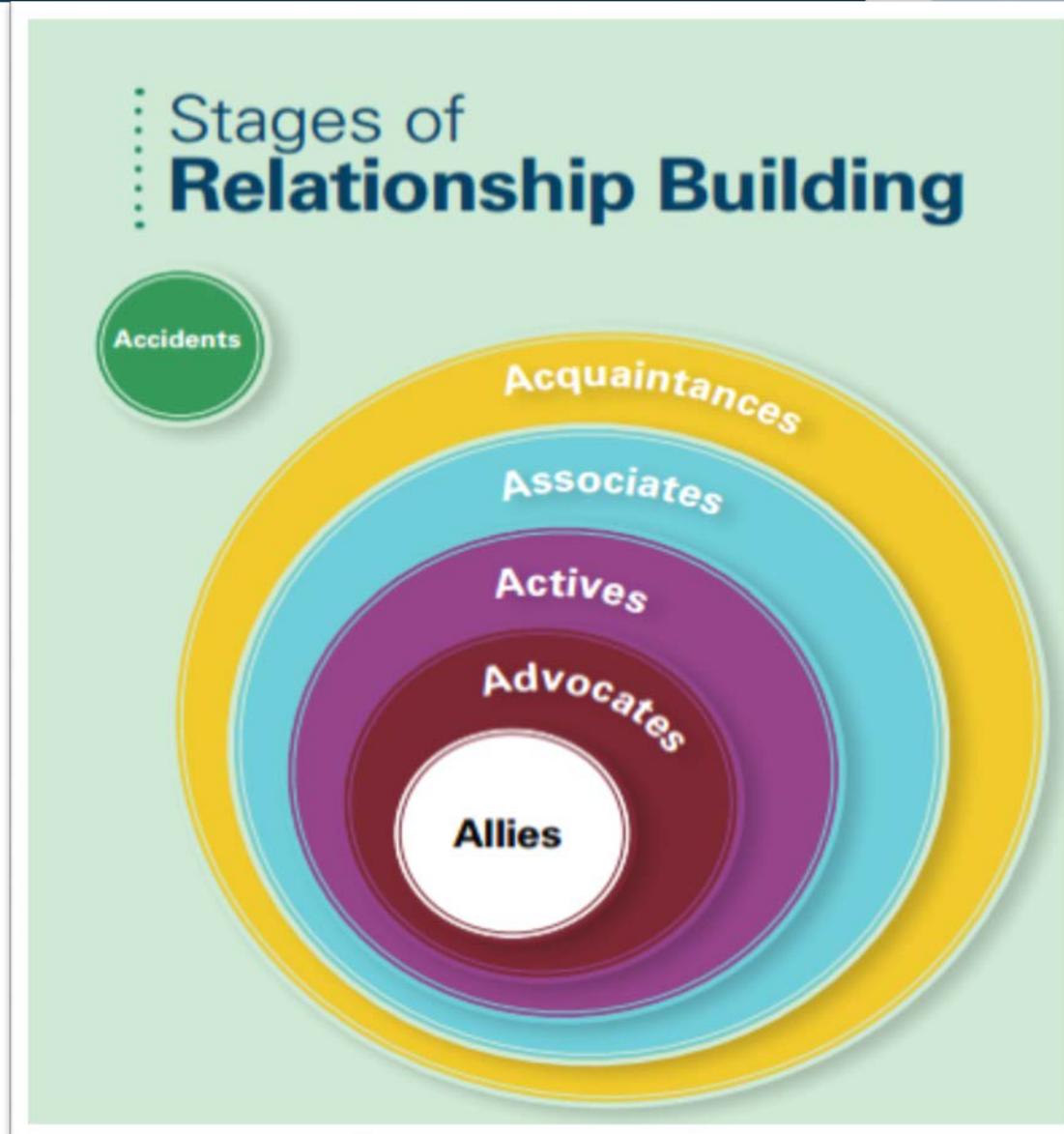
In receiving,
we overestimate
the "no"
and underestimate
the "yes."



By giving on
LinkedIn,
we can be
10X more likely
to be contacted
for new
opportunities

Relationship Building

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Source: (C) by
ContactsCount LLC
www.ContactsCount.com

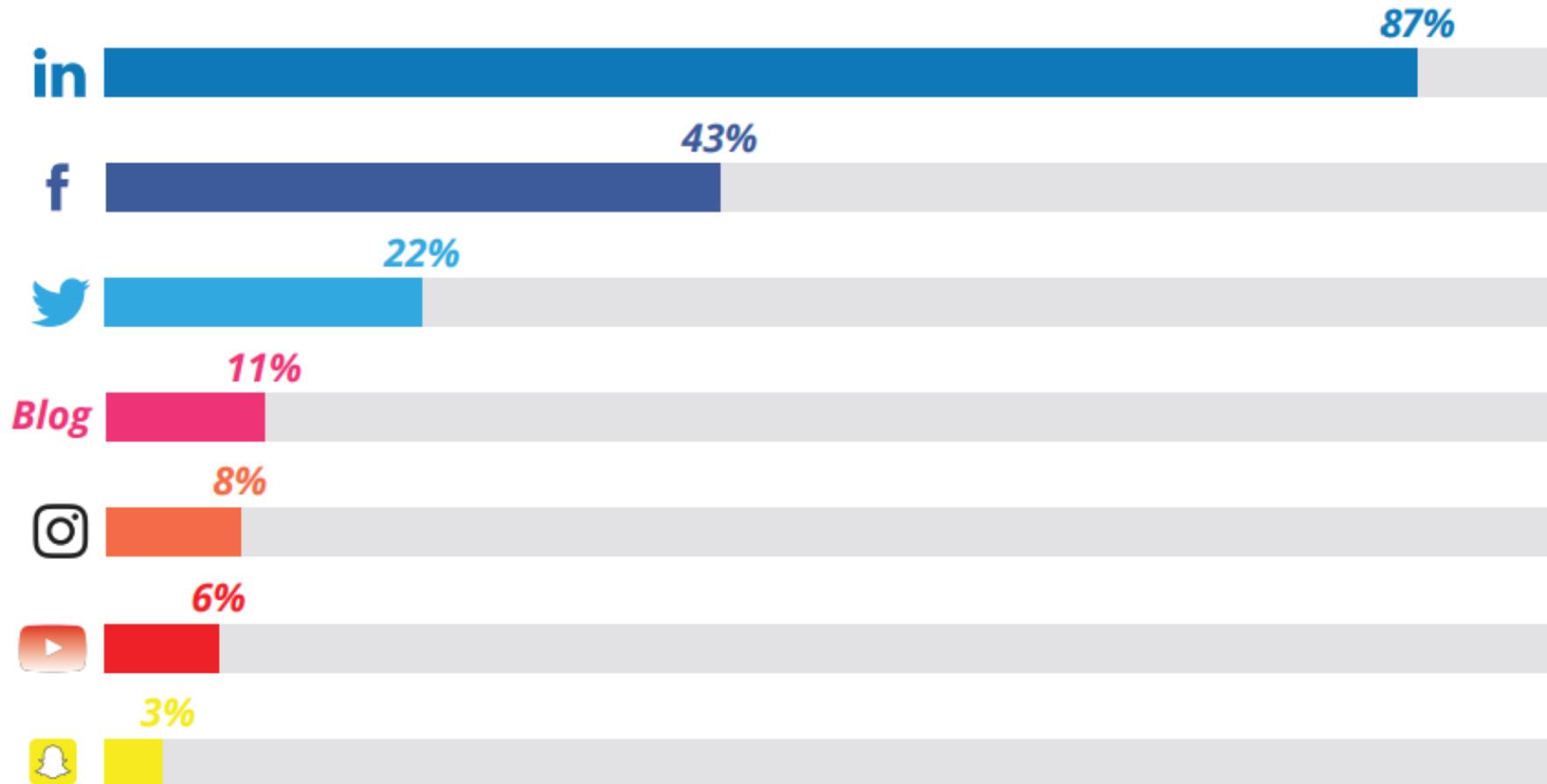
Social Media

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Recruiters use the following networks to evaluate candidates when hiring:



Twitter

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LISTEN

Keywords, hiring,
funding, news



LISTEN

Keywords, hiring,
funding, news



FOLLOW

Recruiters, hiring
managers,
influencers
(Use Twitter Lists)

LISTEN

Keywords, hiring,
funding, news

BRAND

Retweet
(SELECTIVELY),
Strong bio,
Welcome message



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Welcome message



VALUE

Share relevant info,
answer questions,
connect people, shout
outs

Chat Question

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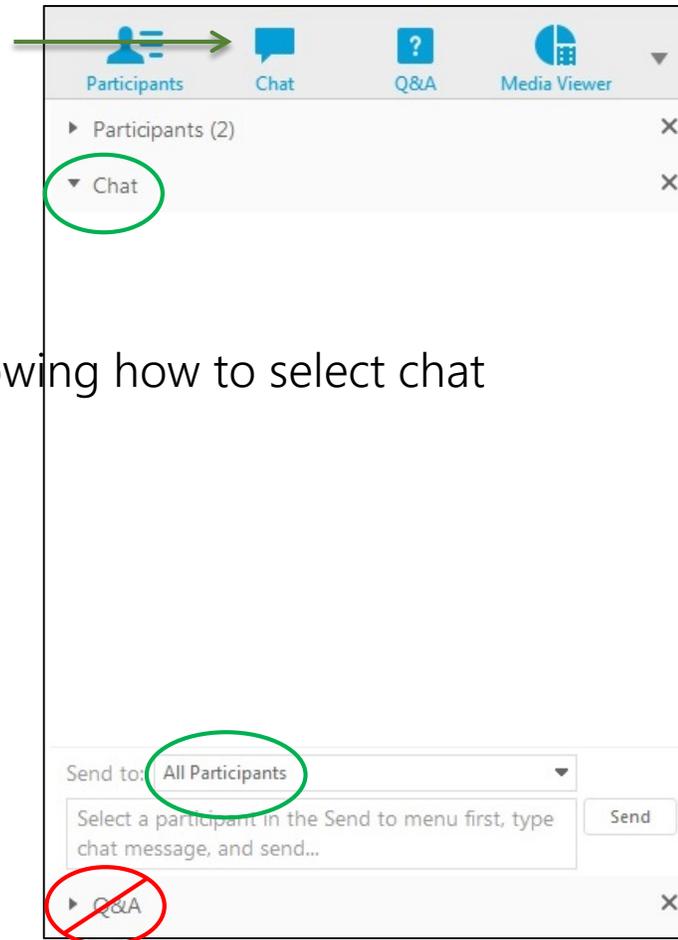


What hashtags do you recommend for learning about specific fields or jobs?

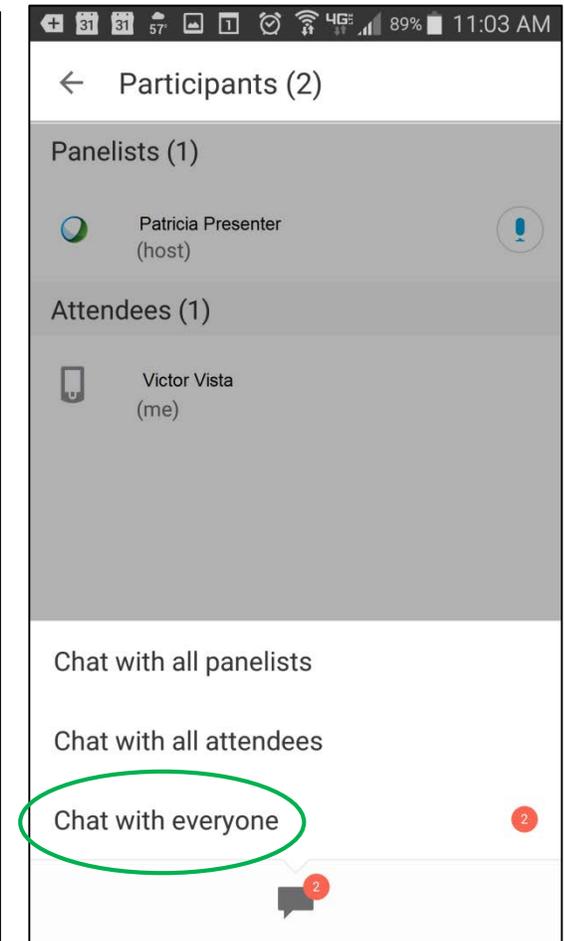
Resource:
careerenlightenment.com/50-hottest-twitter-hashtags-for-job-seekers

Screenshot showing how to select chat

COMPUTER



MOBILE





AmeriCorps VISTA

@AmeriCorpsVISTA

Lifting people out of poverty since 1965

USA

AmeriCorps.gov/VISTA

Joined July 2009

[Tweet to AmeriCorps VISTA](#)

4 Followers you know

1,133 Photos and videos

Tweets **12.9K** Following 3,382 Followers 22.9K Likes 6,971 Lists 54 Moments 2

Tweets Tweets & replies Media

AmeriCorps VISTA @AmeriCorpsVISTA · 22h
Ready to be a part of the solution? Apply to @AmeriCorpsVISTA today!
bit.ly/2lc24X8 #TBT #IamVISTA

KaBOOM!

@kaboom

We're the national non-profit dedicated to bringing balanced and active play into the daily lives of all kids. #playmatters #playeverywhere #PLAYceForKids

United States

kaboom.org

Joined March 2008

[Tweet to KaBOOM!](#)

3 Followers you know

1,984 Photos and videos

Tweets **21.4K** Following 7,180 Followers 25K Likes 8,137 Lists 8 Moments 10

Tweets Tweets & replies Media

Pinned Tweet

KaBOOM! @kaboom · Dec 25
End the year with an act of kindness. Donate to KaBOOM!:

Donate to KaBOOM! today!
Help KaBOOM! build more playspaces and create positive change in communities all across the US. Give today!
give.kaboom.org

1 3

KaBOOM! @kaboom · 20h
Readers of @Planetizen voted for the most influential urbanists. Congrats to everyone who made the list! planetizen.com/features/95189... #urbanism #urbanplanning

Facebook

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- Status Updates
- Customize URL
- Add/Delete Photos
- Professional Details



Facebook

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- Status Updates
- Customize URL
- Add/Delete Photos
- Professional Details



- Like Company Pages
- Events/Groups
- Privacy Settings



Year Up -
Baltimore
@yearupbaltimore

Home

About

Photos

Reviews

Likes

Videos

Events

Posts

Create a Page



Like Follow Share ...

Contact Us

Status Photo/Video



Write something on this Page...

Photos



Non-Profit Organization in
Maryland

5.0 ★★★★★ · Closed

Very responsive to messages

Invite friends to like this page

Empowering urban youth to

706 people like this
this

Stay connected with what's happening at other organizations and in your field.

LinkedIn

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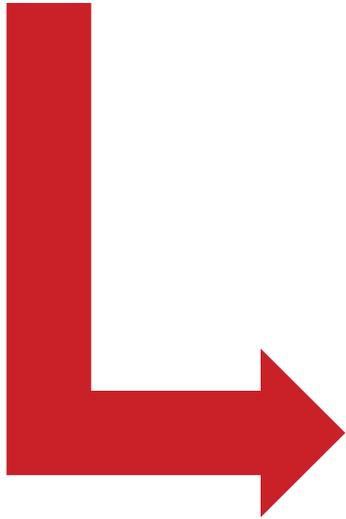


The image shows a screenshot of a LinkedIn profile card for Denise Riebman. The background of the card is a photograph of a forest with trees in autumn. The profile card itself is white and contains the following information:

- Profile Picture:** A circular profile picture of Denise Riebman, a woman with dark hair wearing a red top.
- LinkedIn Logo:** A small 'in' logo in a gold square on the left side of the card.
- Name:** Denise Riebman
- Current Position:** Career Happiness Coach | Director of Career Development | Trainer & Consultant
- Company/Website:** CareerHappinessCoach.com • The Coaches Training Institute
- Location:** Washington D.C. Metro Area • 500+
- Summary:** Inspiring career happiness through coaching & presenting is what I love to do!
DRiebman@CareerHappinessCoach.com Through strength-based, positive psychology focused career coaching, I...
- Action:** A blue link that says "See more" with a downward-pointing chevron icon.
- Menu:** On the right side of the profile picture, there are three dots and a pencil icon, indicating options to edit the profile or view more.



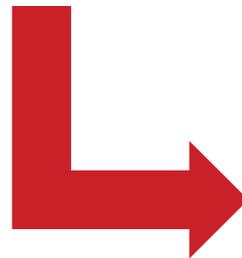
www.linkedin.com/in/deniseriebman78945



Edit public profile URL

Enhance your personal brand by creating a custom URL for your LinkedIn public profile.

www.linkedin.com/in/deniseriebman 



Best regards,
Denise Riebman
LinkedIn.com/in/deniseriebman
202-555-6363

Building your Connections

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You can customize this invitation ✕

LinkedIn members are more likely to accept invitations that include a personal note.

YES!! 

[Add a note](#) [Send now](#)

You can customize this invitation ✕

Include a personal message (optional):

As a current AmeriCorps VISTA member interested in environmental conversation, I'm would love to learn more about your work at the EPA. I wanted to connect and if possible, find a time for a 15-20 minute call to hear more about your work.

Best,
Denise

49

[Cancel](#) [Send invitation](#)





Room to Read
Education Management • 501-1,000 employees • San Francisco, CA
[See all 760 employees →](#)

[See jobs](#) [Follow](#) 11,257 followers

PREMIUM
See how Room to Read is trending over the last two years. [Get the full picture](#)

About us

Room to Read is a global organization transforming the lives of millions of children in low-income countries by focusing on literacy and gender equality in education. Founded in 2000 on the belief that World Change Starts with Educated Children®, our innovative model focuses on deep, systemic transformation within schools in low-income countries during two time periods which are most critical in a child's schooling: early primary school for literacy acquisition and secondary school for girls' education. We work in collaboration with local communities, partner organizations and governments to develop literacy skills and a habit of reading among primary school children and ensure girls can complete secondary school with the skills necessary to orientate themselves in the workforce.

[Show details](#)

Recent update



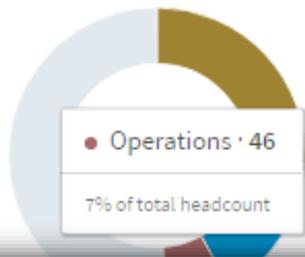
As an organization serving thousands of students, many in
[See all updates](#)

Recently posted jobs [See all](#)

-  **Salesforce Administrator and Applications Associate** [See job](#)
San Francisco, California
-  **Revenue Accounting Manager** [See job](#)

PREMIUM
Employee distribution and headcount growth by function ⓘ
Based on LinkedIn data. Excludes subsidiaries. Functions ▾

Functional distribution



● **Operations** · 46
7% of total headcount

Headcount growth 6m 1y

Function	6m	1y
● Program and Project Management	▼ 1%	▲ 2%
● Administrative	▼ 2%	▲ 2%
● Education	▲ 4%	▲ 6%
● Operations	0%	0%

PREMIUM
New hires ⓘ
Based on LinkedIn data. Excludes subsidiaries.

● **Senior management**



Recent senior management hires

 **Heather Simpson** 2nd
Chief Program Officer
March 2016



LinkedIn



Social Media Footprint

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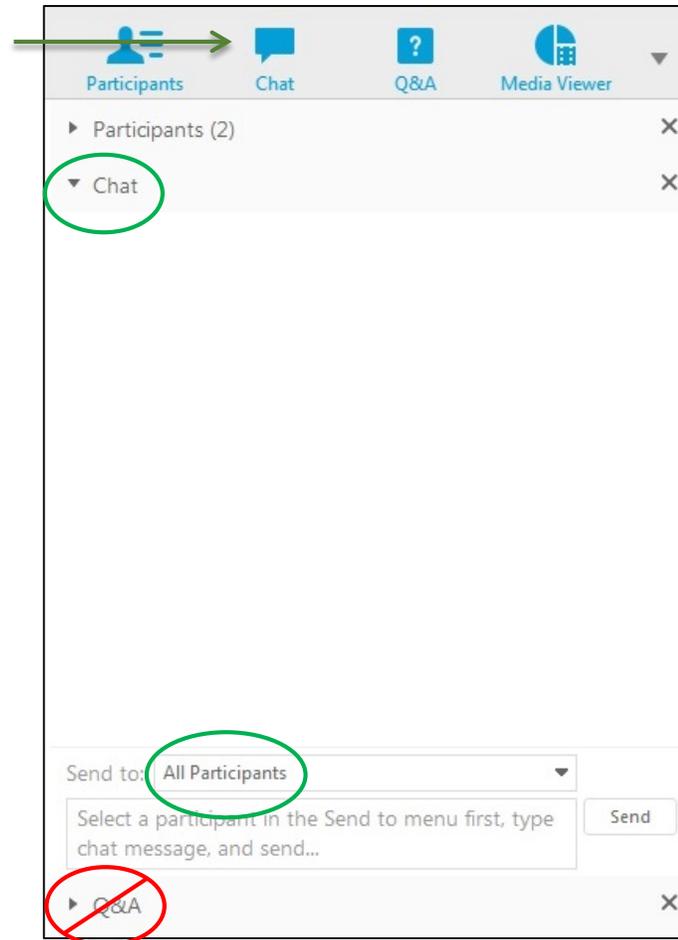
Chat Question

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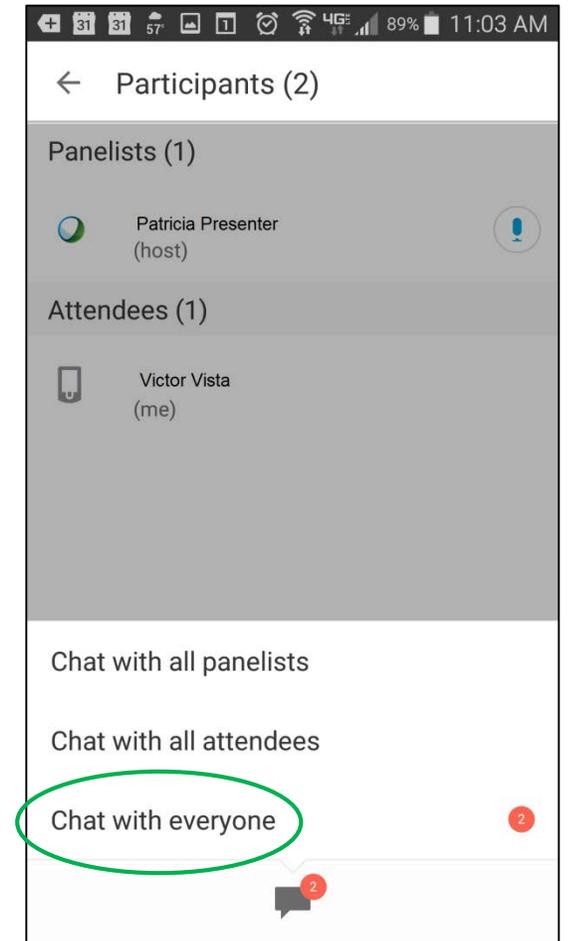


Which LinkedIn groups would you recommend?

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Take it offline!

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Smart Event-Going

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- Choose wisely
- Go with others
- Arrive early/leave early
- Arrive late/stay late
- Be the first one in line
- Be the last one in line
- Have teaser conversations



Traffic Light Strategy

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Traffic Light Strategy

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- You get a green light during the first 20 seconds. "Your listener is liking you, as long as your statement is relevant to the conversation and hopefully in service of the other person."



Traffic Light Strategy

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- You get a green light during the first 20 seconds. "Your listener is liking you, as long as your statement is relevant to the conversation and hopefully in service of the other person."
- Yellow light for the next 20 seconds. "Now the risk is increasing that the other person is beginning to lose interest or think you're long-winded."



Traffic Light Strategy

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Passcode: 2128145



- You get a green light during the first 20 seconds. "Your listener is liking you, as long as your statement is relevant to the conversation and hopefully in service of the other person."
- Yellow light for the next 20 seconds. "Now the risk is increasing that the other person is beginning to lose interest or think you're long-winded."
- At the 40-second mark, your light is red. "Yes, there's an occasional time you want to run that red light and keep talking, but the vast majority of the time, you'd better stop or you're in danger."



Connection Process

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- Match



- Shift



- Pass Back



Match

You: What did you think of the speaker?

Them: Fascinating! My work in Acme Think Tank is directly related to this potential education legislation.

You: During my VISTA service, I worked closely with urban charter schools so I'm also interested in this topic. What is the focus of your work?"

Shift

Them: I'm researching new teacher training programs in rural areas of the US.

You: That must be interesting. Have you worked at all with charter schools?

Them: Actually, my previous policy area was studying best practices of charter schools."

Pass Back

You: I've love to hear more as I'm thinking about going back to graduate school for education policy. It'd be great to hear more about some of the key findings you discovered.

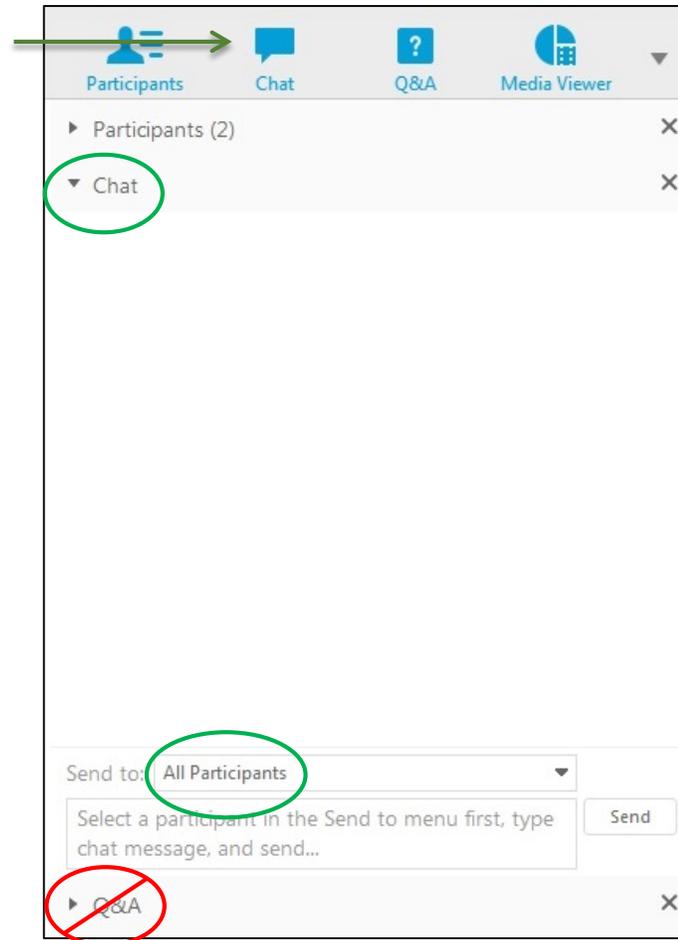
Chat Question

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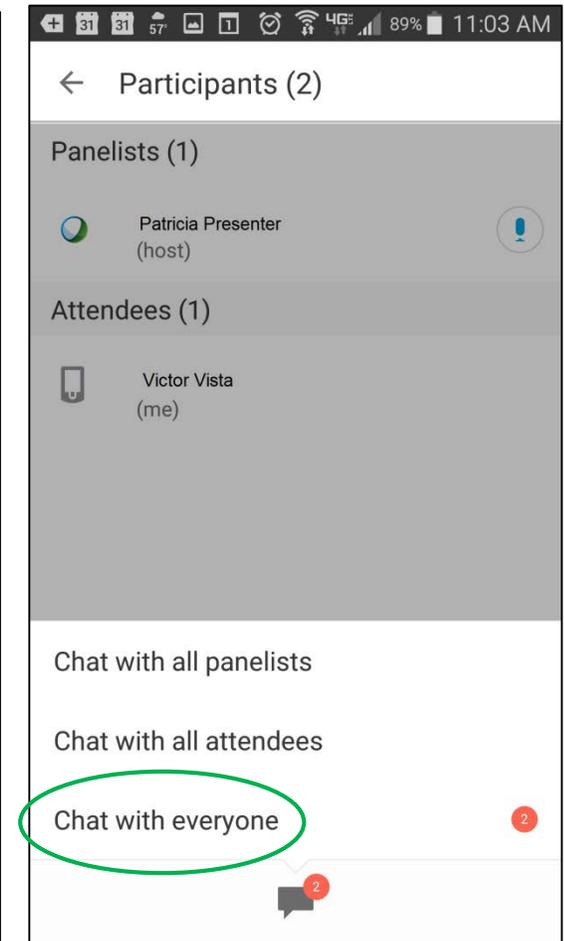


What other face-to-face events have you found to be effective in building your network?

COMPUTER

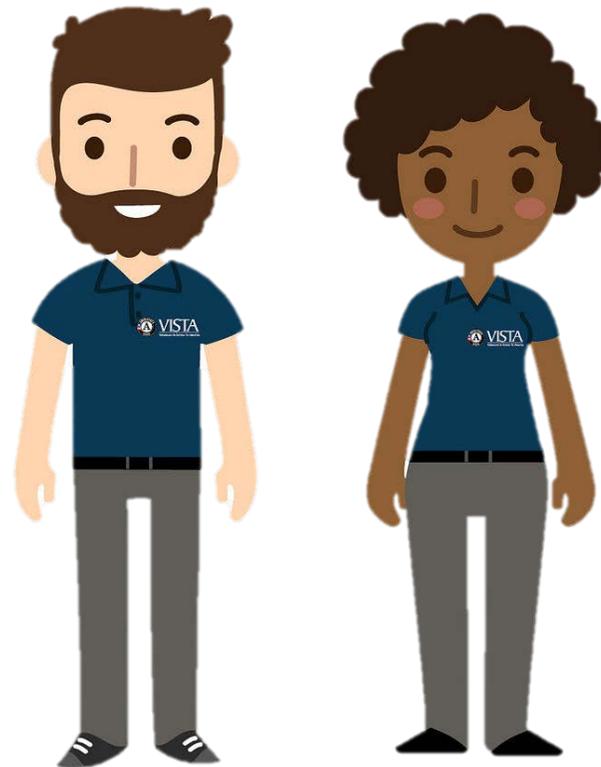


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Conversation Starters

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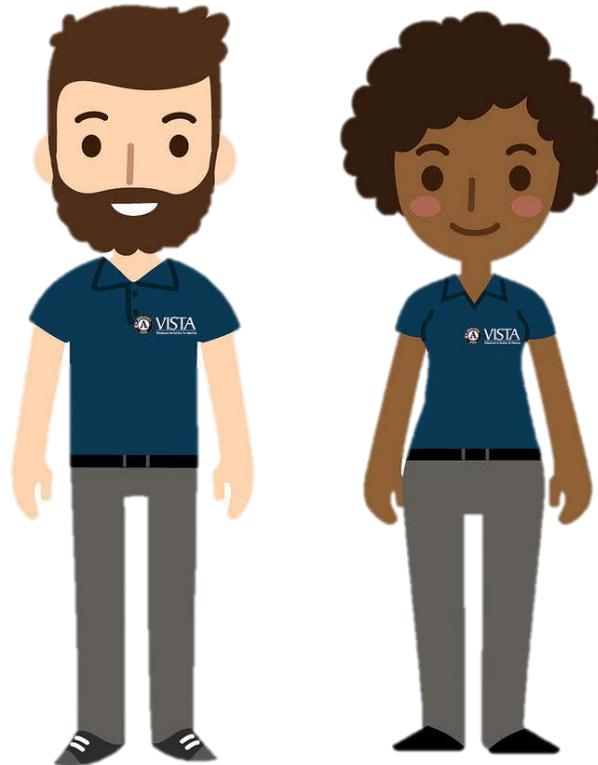


Conversation Starters

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Tell me
more!



Conversation Starters

Dial: 888.455.4948
Passcode: 2128145



Tell me more!



I'm new to this group. How long have you been a member?



Conversation Starters

Dial: 888.455.4948
Passcode: 2128145



Tell me more!

What brought you here to this conference?



I'm new to this group. How long have you been a member?



Conversation Starters

Dial: 888.455.4948
Passcode: 2128145



Tell me more!

What brought you here to this conference?



I'm new to this group. How long have you been a member?

What did you think of the speaker?



Conversation Starters

Dial: 888.455.4948
Passcode: 2128145



Tell me more!

What brought you here to this conference?

I see you work for _____. What's your role there?



I'm new to this group. How long have you been a member?

What did you think of the speaker?



Conversation Starters

Dial: 888.455.4948
Passcode: 2128145



Tell me more!

What brought you here to this conference?

I see you work for _____. What's your role there?



I'm new to this group. How long have you been a member?

Hi...I'm Candice!

What did you think of the speaker?



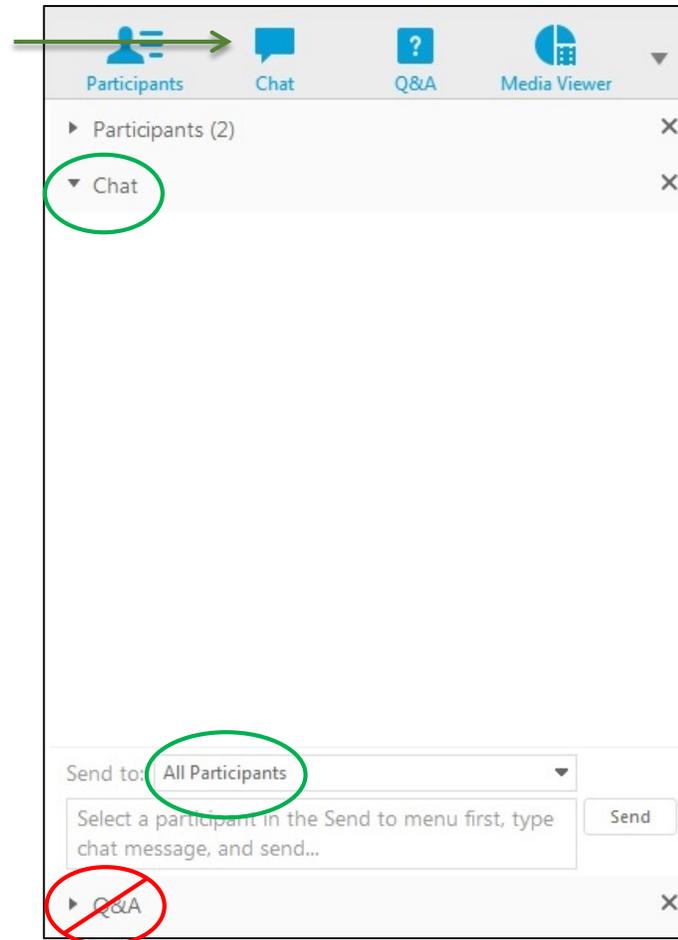
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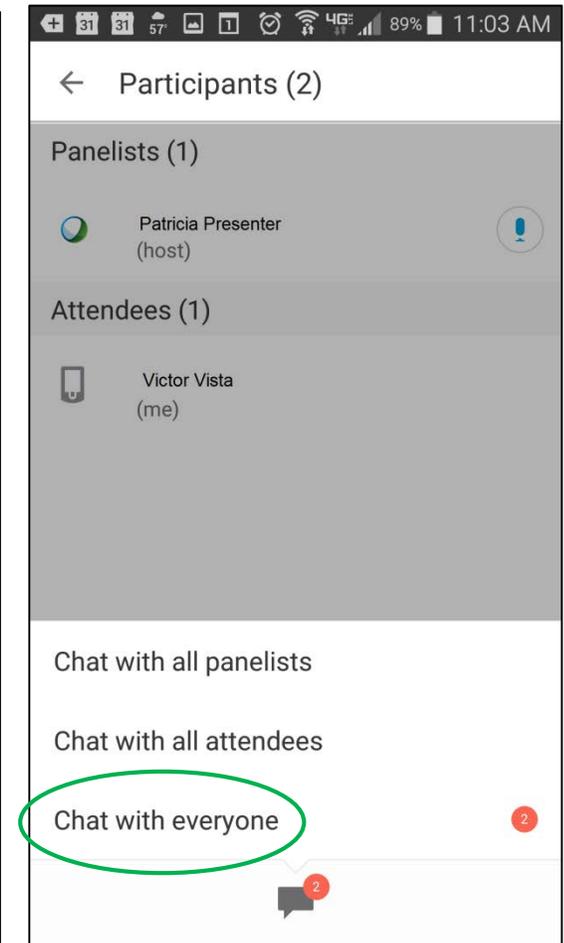


What other questions have you found to be good for starting & maintaining a networking conversation?

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Smart People Thinking

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- Be authentic
- Find commonalities
- Identify Super Connectors
- Add value
- Think long term
- Board of Advisors



Smart Meeting Managing

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- Short and sweet emails
- Short and sweet meetings
- Don't ask what you can learn
- Do ask about them
- Have a hook
- End with an "Ask"
- Follow up....Follow up again

Thank you!

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Sustaining Your Network

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- Invite to events
- Connect with others
- Send links to articles
- Congrats for LinkedIn updates
- Send holiday notes
- Handwritten mail
- Notify about major events
- Contact for follow up meetings



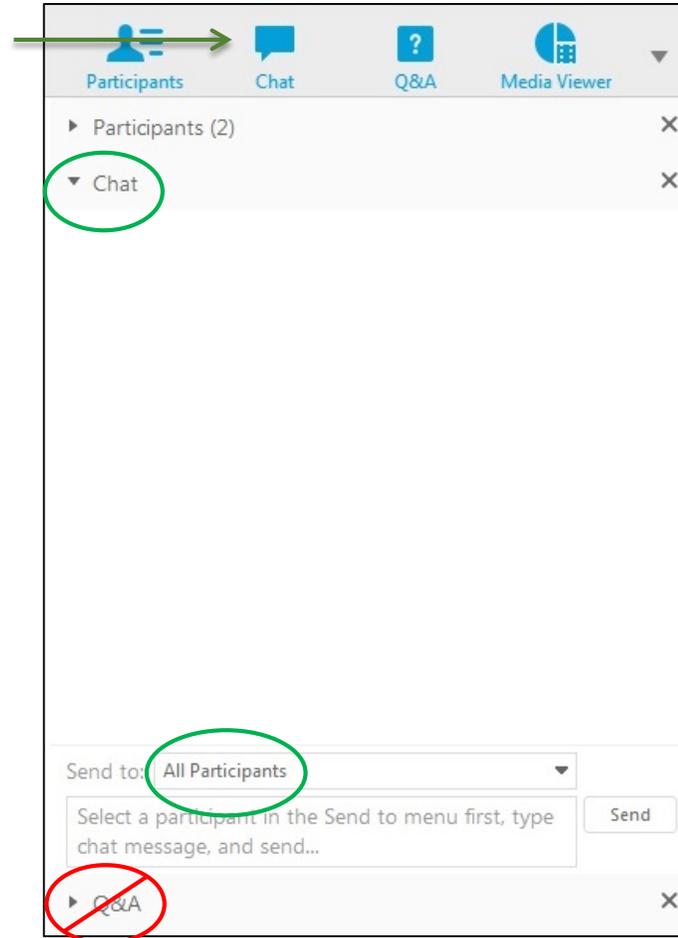
Chat Question

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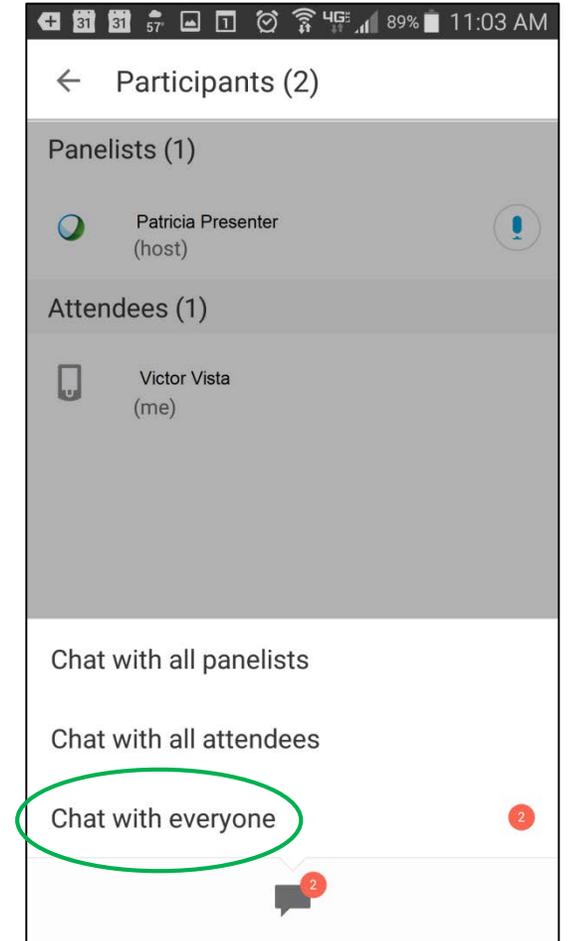


What else have you done to sustain your network?

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Networking ABC's

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ASSESS



ASSESS
BE AWARE



ASSESS
BE AWARE
CONVERSE



ASSESS

BE AWARE

CONVERSE

DO



ASSESS

BE AWARE

CONVERSE

DO

EDUCATE



ASSESS

BE AWARE

CONVERSE

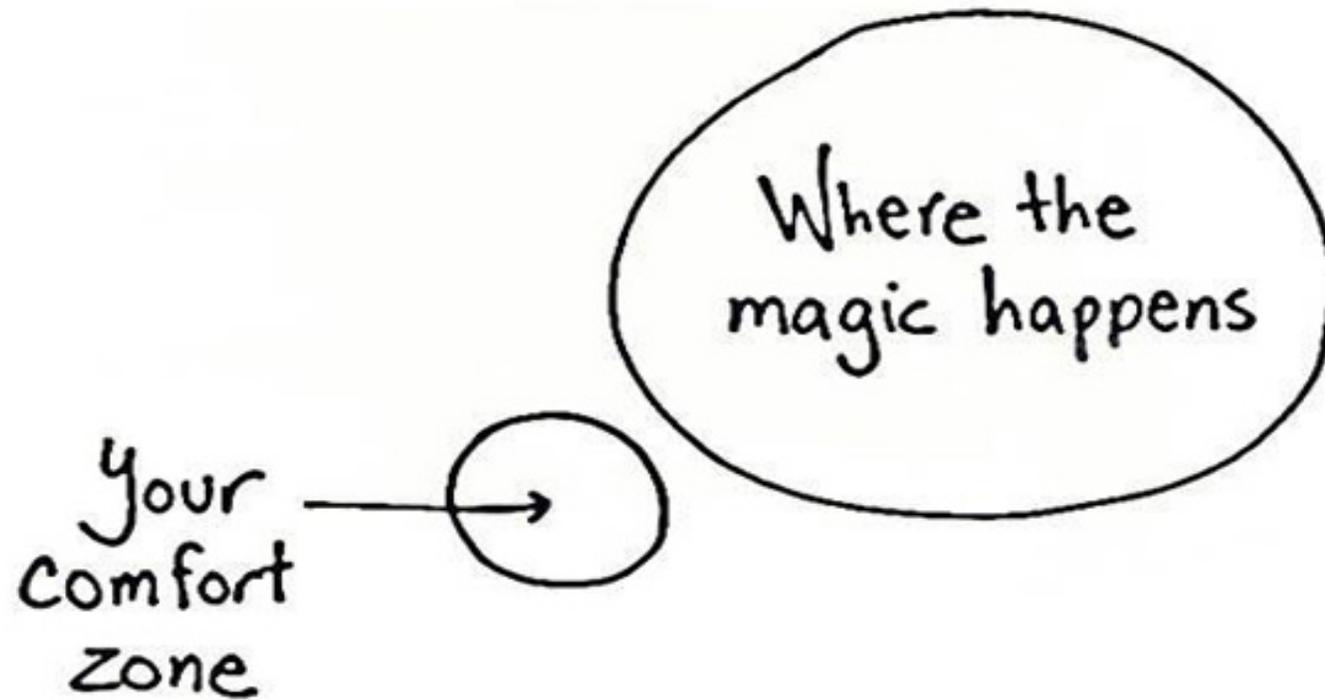
DO

EDUCATE

FOLLOW

Magic!

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Ships in harbor are safe, but that's not what ships are built for.

-John Shedd





- Please take a few moments to share your feedback through the quick poll on the right side of the screen.
- How can we improve these sessions? What topics should we include in future webinars?
- Thank you very much for your time and participation!

Questions?

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- To ask a question verbally, call in using the number on this slide and press *1
- To ask a question electronically, use the Q&A feature located in the bottom right corner of the screen. Please ask "All Panelists"



Thank You for Your Participation!

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Our next webinar:

Five Steps to Assessing Community Needs

January 30, 2018
2:00pm Eastern

Further questions?

Contact us:
VISTATraining@cns.gov

