

The Networking Mindset

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Presented March 16th 2006

The Networking Mindset

“It’s not about what you know, it’s all about who you know AND how well you know them”

The Networking Mindset

- ▶ Why is it important to have it
- ▶ What is it
 - ▶ A desire to continuously create & develop meaningful relationships
- ▶ What can I do

The Networking Mindset - Why is it important

- ▶ Employment Competition
- ▶ Increasing demands – fixed resources
 - ▶ An efficient network gets things done at a lower “cost”

The Networking Mindset - Why is it important

- ▶ SD “The networker”
 - ▶ Early 30’s, IT professional, married with 1 kid
 - ▶ Income: 250k (was 200K)
 - ▶ Net Worth: 2 million+
 - ▶ Recent job change by choice & unlimited offers
 - ▶ Highly valued employee
 - ▶ Minimal commute, flexible work arrangement
- ▶ AN “A non-networker”
 - ▶ Early 30’s, IT professional, married with 1 kid
 - ▶ Income: 60k (was 80k)
 - ▶ Net Worth: 200k
 - ▶ Unemployed in 2004, took pay cut in 2005.
 - ▶ Just another employee
 - ▶ Commute 90 mins roundtrip, fixed work arrangement

The Networking Mindset – What is it

- ▶ Serving others (Giving not taking)
 - ▶ Become a connector
 - ▶ Lifetime learning so that you can “add value”
- ▶ Knowing within 2 degrees you have a solution to your problem or somebody’s problem
 - ▶ 100 vs. 22,500
- ▶ No different than a computer network

The Networking Mindset - What can I do

- ▶ Continuously create new high value relationships
 - ▶ Professional
 - Recruiters, Other actuaries, Other departments,
 - ▶ Personal
 - Neighbors, advisors,
- ▶ Deepen existing relationships
 - ▶ What's important to them
 - ▶ How can I help
 - ▶ What do you do?

The Networking Mindset - What can I do

▶ Model calendar

▶ Set time each week to:

- Ask yourself these questions
 - ▶ Who can I help
 - ▶ Who should I spend more time with
 - ▶ Which relationships to deepen
- Update your contact system
 - ▶ Notes on the person - hobbies, family members, birthdays, vacations, colleges,

▶ Volunteer for a project that requires connections

- ▶ Project manager, homeowners association, ALTA, AAC, church group, PTA
- ▶ Key is you are the organizer

▶ Review existing commitments

The Networking Mindset - Why, What & How

- ▶ SD “The networker”
 - ▶ Serve others
 - Introduced me to his network
 - Accepted resumes & setting up interviews
 - ▶ Abundance mentality vs. scarcity. It’s not just about the cost
 - ▶ Attended birthday party
 - ▶ Several lunches
 - ▶ Signed up to internet networking website
- ▶ AN “A non-networker”
 - ▶ It’s all about ME - what can you do for me
 - ▶ Lack of appreciation of work performed
 - ▶ Couldn’t make the party - no time