



Magical Networking for Introverts, Extraverts, and In-Between-Verts

May 17, 2016

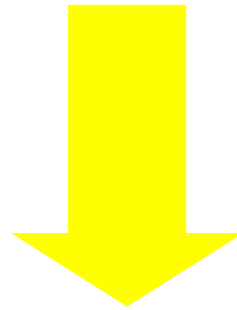
Abby Kohut
PM@absolutelyabby.com
www.PowerfulProfiles.com
www.CaptureARecruiter.com

MAGICAL NETWORKING FOR INTROVERTS, EXTRAVERTS, AND IN-BETWEEN-VERTS



ABSOLUTELY
ABBY.com

Abby Kohut



ABSOLUTELY
ABBY.com

One Million Job Seekers

[HOME](#) [ABOUT ABBY](#) [TOUR DATES](#) [LEND A HAND](#) [PRESS](#) [SPEAKER'S RESUME](#)

ABBY ACROSS AMERICA

Absolutely Abby's Job Search Success Tour

Artist's
Rendering

The Bus



Abby has been well received by over 200 groups in the NY metropolitan area, but to fulfill her goal of educating one million job seekers, Abby felt that taking her messages on the road was necessary.

The Tour

The Bus

The Job Seekers

Media

HOME

ABOUT ABBY

TOUR DATES

LEND A HAND

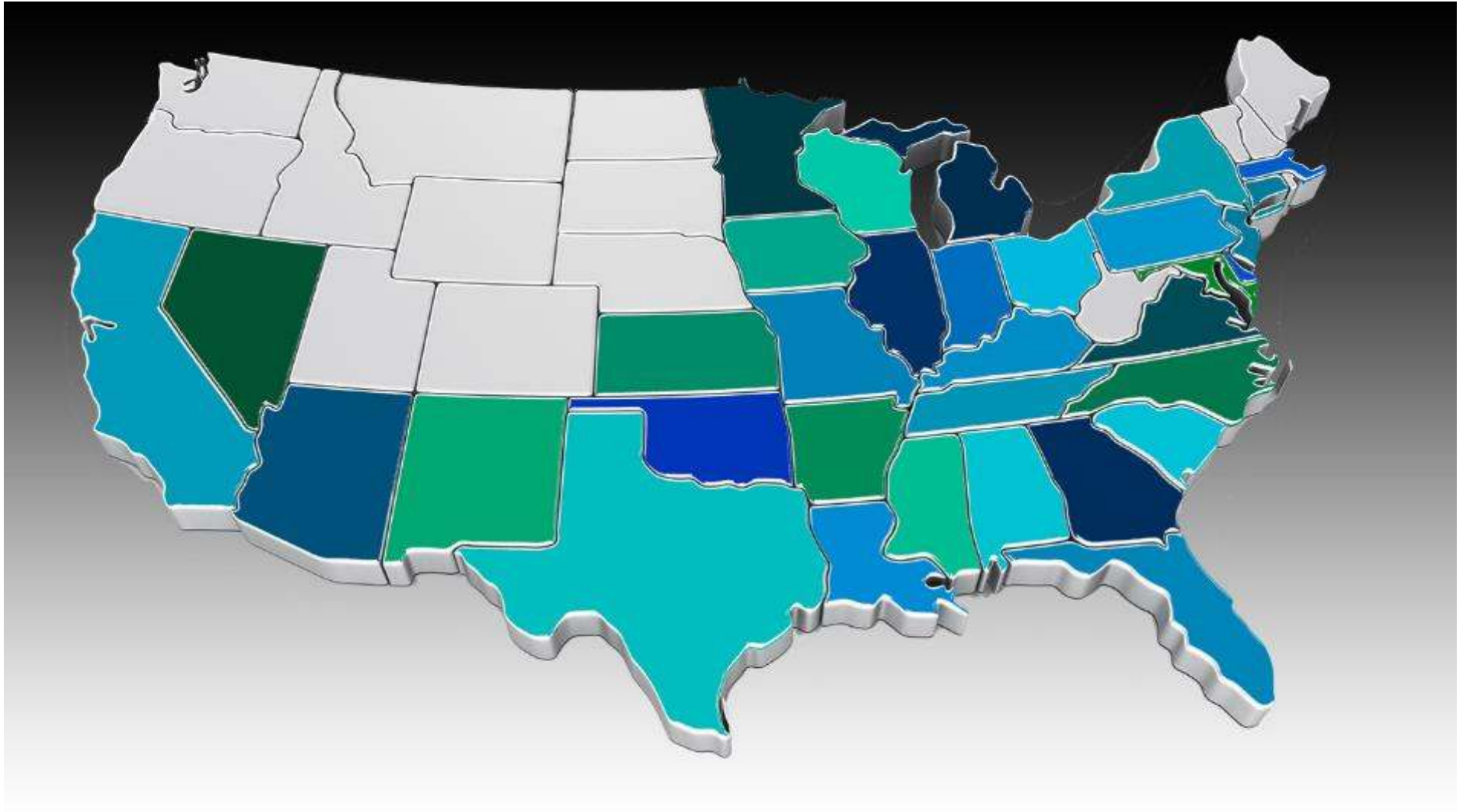
PRESS

SPEAKER'S RESUME

ABBY ACROSS AMERICA

Absolutely Abby's Job Search Success Tour





Why Project Managers Network

- To answer questions
- To make new friends
- To gain new clients
- To find a new job
- Because it's fun?



Introducing Someone Who Doesn't Like Networking



Steps to Success in 2016

- **Understand Team Dynamics**
- **Never Ending Networking**
- **Get confident with structured networking**
- **Take advantage of social media**



Extroverted Team Members

- ◆ **Prefer action over reflection**
- ◆ **Talk things over to understand them**
- ◆ **Prefer spoken communication**
- ◆ **Share their thoughts freely**
- ◆ **Act and respond quickly**
- ◆ **Enjoy working in groups & teams**
- ◆ **Like to be in the spotlight**
- ◆ **Eager to participate**

Introverted Team Members

- ◆ Prefer reflection over action
- ◆ Think things over to understand them
- ◆ Prefer written communication
- ◆ Guard their thoughts until ready
- ◆ Deliberate longer before acting
- ◆ Prefer working alone or small groups
- ◆ Resist the spotlight
- ◆ Hesitant to participate

Never Ending Networking



Structured Networking

- Associations
- Seminars/Events
- Conferences
- Meet-ups
- Can you volunteer?
- Can you be the Speaker?



Pre-Event Strategy

- Preregister
- Research the attendees
- Brush up on current events
- Plan your attire



Dressing for Success









“Bringers”



“Networking” Cards

- Your Name
- Picture??
- LinkedIn address
- White space
- Light coating
- What you can offer



Naming Your Nametag

- The Unsticky Stickies
 - ◆ Correct position
 - ◆ People see / remember your name
 - ◆ You can add your own details



Elevator Pitch

An "Elevator Pitch" is a concise, carefully planned, and well-practiced description about you that your mother should be able to understand & remember in the time it would take to ride on an elevator.



Elevator Pitch Components

- State your name
- Describe your profession or company
- Offer a success story
- Add in a “zing” or a interesting fact
- Request action
- Repeat your name



Remember the 3 S's: Smile, Short & Sweet!

My 2006 Elevator Pitch

My name is Abby Kohut and I am the President of Staffing Symphony and an avid ping pong player.

In the past, I have caffeinated teams that hired 900 teachers in 4 months and 400 pharmaceutical sales reps in 3 months.

If you are a CEO whose company is growing through the roof, I look forward to partnering with you to hire exceptional talent.

On election day, vote for me Abby Kohut, the Queen of Staffing.

Your Very Own ZZZZZing!

- Rhyme time

- - Abby Kohut
- - Blabby, Grabby, Crabby
- - Donut, Coconut, Low Cut

- 1st letter of your name

- - Frank Quiterio - Q for Quality

Your entire name

- - Pat - Project Manager at Your Service
- - Bob - Big Ostrich Breeder

- Hobbies

- - Shot glass collector / bank robber



Networking Survival Tips

- Power pose
- Goal = Meet 3
- Arrive early/stay late
- Talk to the leader
- Volunteer
- Fishy handshake
- Get in a line
- Seek out deer
- Take notes
- Take breaks
- 5 minute rule
- Become a “Norm”



How to Break In



Scan for the Unusual

People hire / work with / help people they like!

- ◆ “I like your rubber duckie tie!”
- ◆ “Those are great earrings!”
- ◆ “Your Iphone cover is too cool for school!”



Speak Less/Ask More

Have you been to this event before?

Do you live around here?

What do you think about...?

How did you get involved in...?

What made you decide to...?

What has been your greatest success?

Do you have any advice about...?

How can I help you with...?

Post-Meeting To-Do List

- Be the first to follow up
- Hand written note
- Pay it forward
- Meet for lunch
- Virtual coffee





*“RELATIONSHIPS
MATTER”*

- 300+ million members since 2003
- Two new members join LinkedIn every second
- All of the Fortune 500 are represented
- CEO's, CMO's, CIO's, VP's & Kevin Bacon
- 7x more likely to be clicked on if you have a picture

It's FREE!!!

The Gift of Why

Feb 16, 2015

1,060

70

31

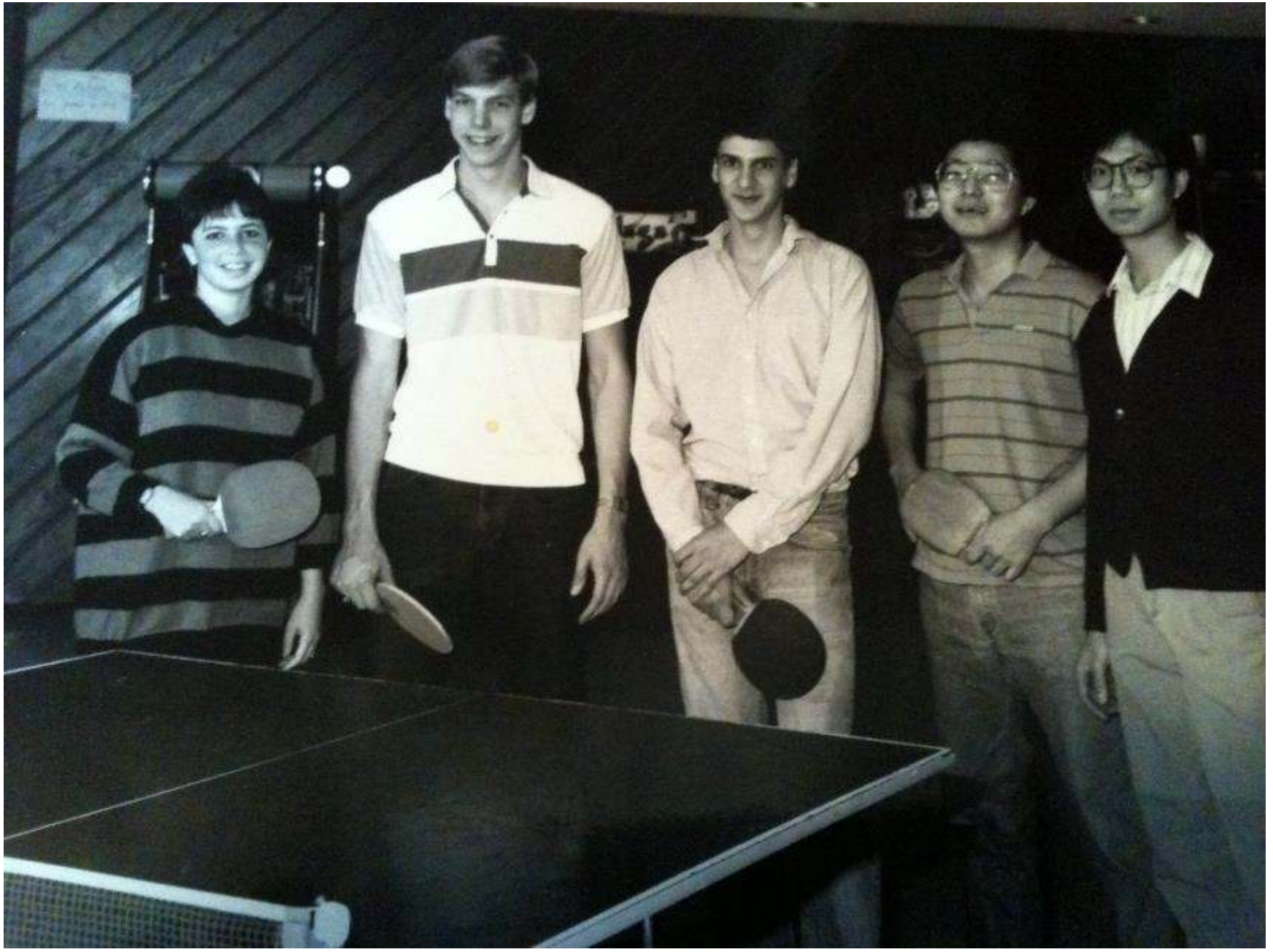


Abby Kohut

Award-Winning Career Success Speaker & Author -
National Speakers Association Member | HR

To Be or Not To Be a LION







1988

الجامعة

Association of College Unions International



Recreation Committee

FIRST PLACE AWARD

PRESENTED TO

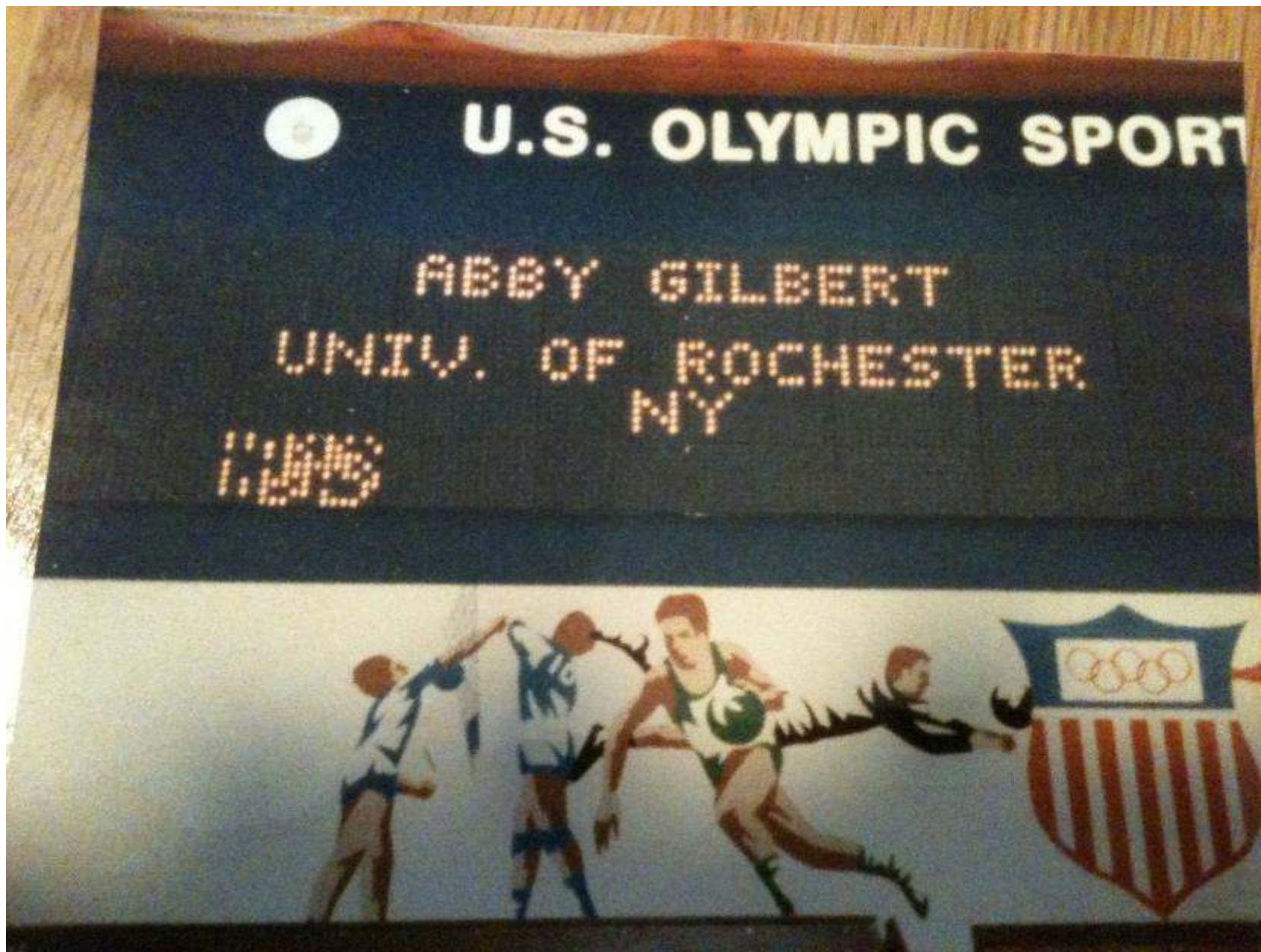
ABBY GILBERT
UNIVERSITY OF ROCHESTER

In recognition of excellence in the Association of
College Unions Intercollegiate Tournaments
WOMEN'S TABLE TENNIS SINGLES

1988



Region 2












Honors and Awards: Winner of the SHRM Pinnacle Award (2010)
Long Island Women's Table Tennis Champion – 1993
3rd place in National ACUI Table Tennis Doubles Competition at Olympic Skills Training Center in Colorado - 1987

Look and Act Smarter

	Project Managers PMP® Certified Networking Group (Unofficial PMI Group) Purpose of this group is to connect all the PMI... for the project management profession. Very Active: 69 discussions this month • 14,719 members ▶ 2,337 in your network • Similar	Join
	Project Managers Group This group is for Project Managers group (certified & otherwise) to gather & discuss all Project Management Topics ... Active: 38 discussions this month • 13,680 members ▶ 3,015 in your network • Similar	Join
	Project Managers 10Y+ A group exclusively for Project Managers with more than 10 years experience. This group is open for every Project Manager... 4 discussions this month • 12,478 members ▶ 275 in your network • Similar	Join
	Construction Certified Project Managers PMP Group of Construction Project Managers, especially those that hold the PMI PMP certificate. Purpose is to share ... Active: 36 discussions this month • 9,455 members ▶ 138 in your network • Similar	Join
	IT Project Managers This is a group designed for IT Project Managers to share information, discuss ideas and network Very Active: 114 discussions this month • 11,849 members ▶ 738 in your network • Similar	Join

Find Clients



Michael Markey 2nd

VP of **Project Management** at Atypion
Greater New York City Area • Computer Software
▶ [2 shared connections](#) • [Similar](#)

[Connect](#) ▼



Jack Marks 2nd

Vice President of Services and The Project Management Office at DynTek
Greater New York City Area • Computer Software
▶ [3 shared connections](#) • [Similar](#)

[Connect](#) ▼



Cristina Rieppi - Vice President, PMO 2nd

Vice President at The NPD Group
Greater New York City Area • Market Research
▶ [1 shared connection](#) • [Similar](#)

[Connect](#) ▼

Posts by **Cristina Rieppi - Vice President, PMO**

[Have experience with cross-functional L&D programs? Please message me.](#)
April 13, 2015 • 89 Views



Thomas Watt 2nd

Vice President, Project Management Office, Pershing LLC,
Division of BNY Mellon
Greater New York City Area • Information Technology and Services
▶ [2 shared connections](#) • [Similar](#)

[Connect](#) ▼

Network with Alumni



Margaret Baackes GROUP

Vice President, Project Management at Relph Benefit Advisors

Rochester, New York Area • Insurance

[Similar](#)

Connect

Education: **University of Rochester**



Rick Avery 3rd

VP – Sustainability, Engineering & Project Management

Toledo, Ohio Area • Real Estate

[Similar](#)

Send InMail

Education: **University of Rochester**



Lisbeth Shaw 3rd

Co-founder, & V.P. of Project Management at Cambridge

Publications Inc.

United States

[Similar](#)

Send InMail

Current: Co-founder, & V.P. of Project Management at Cambridge Publicat...

...project involve codifying best practices.... across the enterprise at

the director, vice president...

Education: **University of Rochester**

Go Around HR



Stuart Feldman ^{1st}

Sr. Director, Global Technology PMO at inVentiv Health
Greater New York City Area • Hospital & Health Care
▶ 64 shared connections • Similar • 500+

Current: Sr. Director, Global Technology PMO at inVentiv Health



Brian Jaffa ^{1st}

Executive Director, PMO - Healthcare IT Solutions at Quest
Diagnostics
Greater New York City Area • Information Technology and Services
▶ 50 shared connections • Similar • 500+

Current: Executive Director, PMO - Healthcare IT Solutions at Quest Diagn...



David Apollon ^{1st}

Managing Director | SaaS PMO, ERP & CRM Program Manager |
Implementation Project Director
Greater New York City Area • Management Consulting
▶ 133 shared connections • Similar

Current: Managing Director at 9Nation Cloud Consulting Inc.
Provided clients with consulting services in: 1... Management /
Business Units 5. PMO Leadership 6...



Harvey Greenstein, PMP ^{2nd}

PMO Leader | Director IT | Program Director | Project Manager
Greater New York City Area • Pharmaceuticals
▶ 28 shared connections • Similar

Current: Director | Lead IT PMO at Celgene

412,000 Recruiters



Brian Tarsi

Sr. Account Manager at DTG Consulting Solutions, Inc.
Greater New York City Area • Staffing and Recruiting
▶ 7 shared connections • Similar • 500+

Summary: ..., Administrators, **Project Managers**, Business Analysts, Web...
managers to ensure the right fit is found to keep...

Current: Sr. Account Manager/**Recruiter** at Datacom Technology Group

Past: Technical **Recruiter** at JPatrick & Associates

Research Associate/Capital Markets **Recruiter** at D.S. Wolf Grou...

Education: The University of New Mexico



Rosanne (Puma) Ginsburg

Technical **Recruiter**/Talent Acquisition
Greater New York City Area • Staffing and Recruiting
▶ 10 shared connections • Similar

Current: Technical **Recruiter** at Tekmark Global Solutions

For more information, please contact me at... , Business Analyst,
Project Managers and telecommunications...



Alan Naroden

Technical **Recruiter** at Aequor Technologies
Greater New York City Area • Staffing and Recruiting
▶ 63 shared connections • Similar • 500+

Past: Executive **Recruiter** at Corporate Search, Morristown NJ

...Analysts, **Project Managers**, **Managers**, Directors, Vice...
Presidents, Directors, and **Managers**; Produce Job...

1,210 may recruit PM's

- 441 Agency
- 769 Corporate

Stay In Touch



Joanne Johnson is having a work anniversary.
4 years this August at Force 3.

[Say congrats](#)



Hughes Dorothy is having a work anniversary.
15 years this August at Purdue University.

[Say congrats](#)



Peggy A. Williams is having a work anniversary.
1 year this August at Atlanta.

[Say congrats](#)



Robert Katz is having a work anniversary.
2 years this August at 3rd Alternative.

[Say congrats](#)



Katie Kapuga has a new job.
Now Customer Service Team Lead at HealthStream.

[Say congrats](#)



Diane Ames has a new job.
Now Volunteer Work at Urban Acres Farmstead.

[Say congrats](#)



Mark Answine has a new job.
Now Back Office Associate at The Home Depot.

[Say congrats](#)



Abe Ash has a new job.
Now Manager at Independent Consultant.

[Say congrats](#)

SlideShare Presentations



LinkedIn Tips

You Tube video inside.

Kukral Testimonial of Lewis Howes

lewishowes

YouTube

0:02 / 1:16

360p

Email 1 / 2 Full

More from Lewis | Upload your presentation or video

slideshare

The image shows a video player interface. At the top left, there is a blue 'LinkedIn Tips' header. Below it, a yellow banner reads 'You Tube video inside.' The main video frame shows a man with a goatee, identified as Lewis Howes, speaking. The video title 'Kukral Testimonial of Lewis Howes' is overlaid on the top of the frame, with the name 'lewishowes' below it. The YouTube logo is in the bottom right corner of the video frame. Below the video frame is a standard video player control bar with a play button, volume icon, progress bar (0:02 / 1:16), resolution indicator (360p), and a full screen button. At the bottom of the player, there is an 'Email' button, a page indicator '1 / 2', navigation buttons (back, play, forward), and another 'Full' button. Below the player, there is a link 'More from Lewis | Upload your presentation or video' and the SlideShare logo.

You Tube Search | [Brow](#)

Top 10 Reasons to hire Bob Kirby

[rkyes1](#) 1 videos



0:01 / 1:26 CC 360p

212 views

**Networking is NOT
just for NOT
working**

Abby's ABC's of Networking

A = Always be Positive

B = Be Yourself

C = Caution On Line

D = Be Deliberate

E = Enjoy Networking!



Q & A

Abby Kohut
PM@absolutelyabby.com

www.PowerfulProfiles.com
www.CaptureARecruiter.com

See you on Facebook & LinkedIn!