



NJ PMI Chapter May 6th Symposium 2013

*What do you say AFTER you say “hello?”
What do you do BEFORE you say “hello?”*

Susan Morris, M.Ed, CPCC, ACC
www.meritcd.com

Sell Your Skills Advance Your Career

What do you say AFTER you say “hello”?

What do you do BEFORE you say “hello”?



Susan Morris, M.Ed, CPCC, ACC

Merit Systems LLC

Wayne, PA

Today's Topics

- *Networking* defined
- Before “hello”
 - Your goal(s)
 - Your mindset
 - Your image
- After “hello”
 - Pivotal questions
 - Being memorable
 - Following-up
 - Maintaining your network
 - Shy networker tips



Networking is...

Selling



Exchange



Your Networking Goal(s)



What Do You Want?



- Tap into the hidden job market
- Change careers
- *What it's like to work there?*
- Connect with a recruiter
- Connect with a hiring manager
- Widen your network...who knows you??
- Practice introducing yourself
- Build confidence in talking about your expertise

- Grass is greener?
- Find a mentor/mentee
- Meet industry key opinion leaders
- Look for talent
- Discover industry trends
- Work/life balance solutions
- Promote your expertise

06 May 2013



Building Confidence

**What builds
confidence?**



**What erodes
confidence?**



Your Mindset

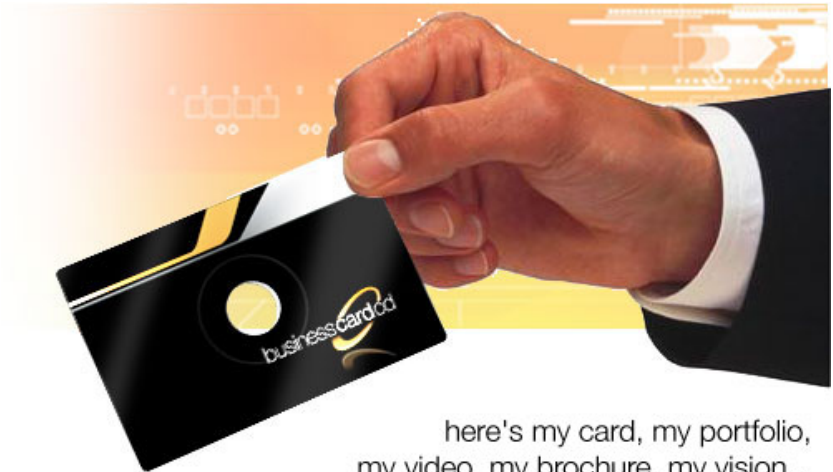


Your Image



**Body language
speaks volumes**

**So does your
business card**



here's my card, my portfolio,
my video, my brochure, my vision...

Saying “hello”



YOU take the first step toward the other person

The Introduction

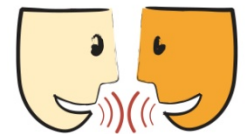
1. Make eye contact
2. Smile
3. Lean forward
4. Your practiced greeting
 - a) *"Hi, hello, good morning, etc."*
 - b) Extend your hand
 - c) Say your first name twice...*"I'm Susan, Susan Morris"*
 - d) *"Nice to be here, meet you..."*
5. Pause to allow other person to introduce themselves.
6. Your networking goal: *"I am an accomplished project manager looking for my next opportunity."*
7. *"I am an accomplished project manager looking for add talent in my group."*
8. *"I just got my PMP and I'm looking for..."*
9. Exchange business cards



The Hand Shake



The Hand Shake



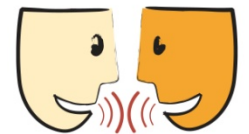
Being Forgettable



Being Memorable



Being Memorable



Being Memorable



Being Memorable



Maintaining Your Network



For Shy Networkers

1. Arrive early
2. Give yourself a time limit
3. Concentrate on quality, not quantity
4. Practice making eye contact
5. Go with a “connector”
6. Listen, then enter conversation
7. Schedule one-on-one follow-ups



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Thank you!



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