 ENGINEERING MANAGEMENT INSTITUTE

How to Network and Build Relationships for Dewberry Professionals


Presented by
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Author of *Engineer Your Own Success*
President of the Engineering Management Institute



RCEP

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Introduction – Anthony Fasano, PE

- B.S. & M.S. in Civil Engineering
- PE license in NY and NJ
- Found success at a reputable firm at a very young age
- Attended iPEC – the top ranked executive coaching school in the world
- Wrote the best-selling book *Engineer Your Own Success* and started providing career coaching and speaking services to engineers



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Purpose and Learning Objectives

Purpose: To provide you with easy to implement actions to improve networking skills and build strong relationships. In this session, you will learn how to:

- Identify relationship opportunities,
- Use social networking appropriately and effectively,
- Select the right events to attend and be prepared before going,
- Work the room effectively in live networking events, and
- Create a networking plan.

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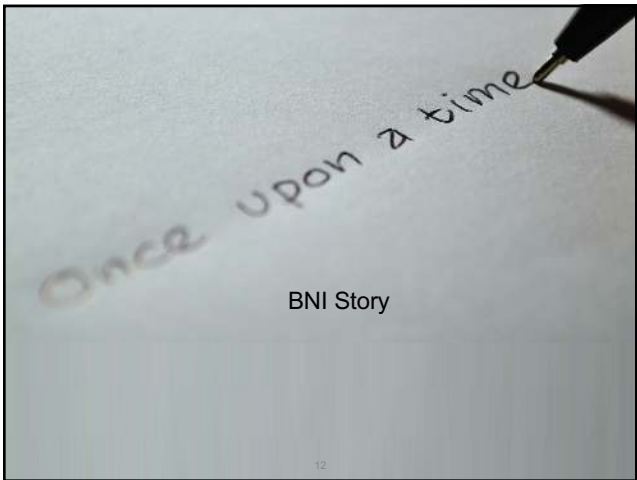
Overview

- What is Networking and Why is it Important?
- How to Build Lasting Relationships
- You're Never too Young (or Old) to Network
- How to Overcome Low Confidence and Language Barriers
- Social Networking (Online)
- Live Networking Events Strategies (Before, During, After)
- Samples of Conversation Starters
- How to Create a Networking Plan

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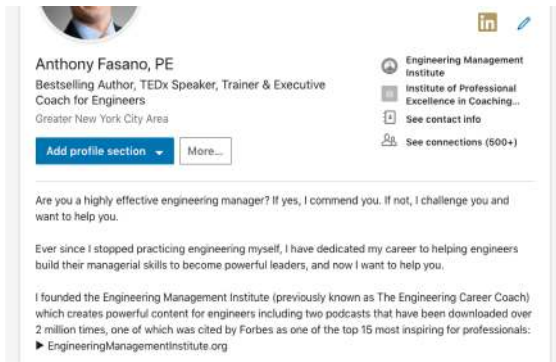




Measuring Social Media ROI



WHO do you want to connect with



Anthony Fasano, PE
Bestselling Author, TEDx Speaker, Trainer & Executive Coach for Engineers
Greater New York City Area

Engineering Management Institute
Institute of Professional Excellence in Coaching...

See contact info
See connections (500+)

Are you a highly effective engineering manager? If yes, I commend you. If not, I challenge you and want to help you.

Ever since I stopped practicing engineering myself, I have dedicated my career to helping engineers build their managerial skills to become powerful leaders, and now I want to help you.

I founded the Engineering Management Institute (previously known as The Engineering Career Coach) which creates powerful content for engineers including two podcasts that have been downloaded over 2 million times, one of which was cited by Forbes as one of the top 15 most inspiring for professionals:
► EngineeringManagementInstitute.org

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CATEGORIZE contacts

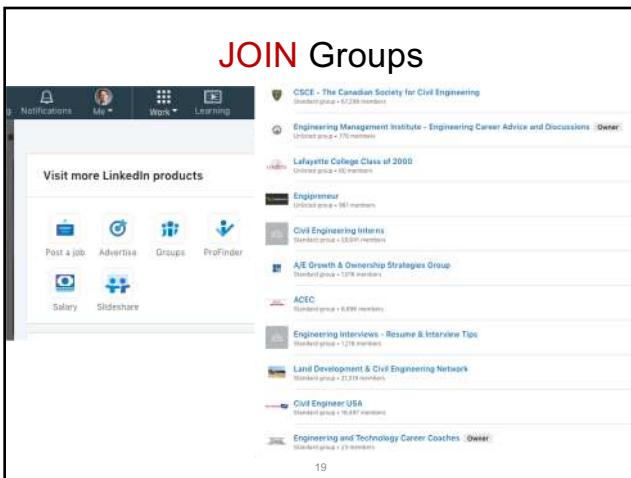


Tag

- Accountant
- Architects
- Business Development
- CE Canada
- CE International
- CE International-2
- CE International-3
- CE International-4
- Children's book illustrator
- Coach-Consultants Local-1
- Coaches-Consultants Not Local

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JOIN Groups



CSCE - The Canadian Society for Civil Engineering
Standard group • 6,238 members

Engineering Management Institute - Engineering Career Advice and Discussions
Updated group • 176 members

Lafayette College Class of 2000
Updated group • 46 members

Engineer
Updated group • 981 members

Civil Engineering Interns
Standard group • 1,034 members

A/E Growth & Ownership Strategies Group
Standard group • 1,218 members

ACEC
Standard group • 6,898 members

Engineering Interviews - Resume & Interview Tips
Standard group • 1,218 members

Land Development & Civil Engineering Network
Standard group • 31,379 members

Civil Engineer USA
Standard group • 16,887 members

Engineering and Technology Career Coaches
Standard group • 17 members

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PARTICIPATE in Group Discussions



Anthony Fasano, PE
Author and Speaker for Engineers, Podcaster, TEDx Speaker, Content Marketing Spe...

5 Steps to Selecting 80/20 Goals to Boost your Civil Engineering Career via The Engineering Career Coach- <http://bit.ly/TCEP075> <https://lnkd.in/gW8Aqg5>

TCEP 075: 5 Steps to Selecting 80/20 Goals to Boost your Civil Engineering Career

TCEP 075: 5 Steps to Selecting 80/20 Goals to Boost your Civil Engine...
engineeringcareercoach.com

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Leveraging LinkedIn

Hello John,

We have been connected through LinkedIn for about 6 months now and I would like to get to know you a little better to figure out how I can help you with your business/career.

Do you have some time this Thursday that I can give you a call, I am free all morning? Looking forward to it.

Anthony

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Think Before You Go

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Prepare Before You Go

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What to Bring to Every Networking Event

- Business cards
- A pen
- A small notebook

A photograph of a small, spiral-bound notebook with a grey cover and a black pen lying on a dark, reflective surface.

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Eat light before you go

A photograph of two granola bars, one stacked on top of the other, against a white background.

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Research Key Attendees Before The Event

- Speakers
- Panelists
- Special Guests
- Attendees




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One good conversation can lead to a valued business relationship.

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Practice Your "30-second Introduction"



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Dress to Impress



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Do the Tango



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Take Notes



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Conversation Starters

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Sample conversations

- Oh, you're from [X Company]? How did you end up there?
- You know, I recently read that [insert relevant industry news here]. Have you heard about that?
- Hey, I'd love your opinion on [your latest project]. Do you have a minute?
- How did you initially get your start in the industry?
- What do you enjoy the most about what you do?

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Questions about their career path/training

Are you a member of any professional associations?
Which ones do you feel are the most important to belong to?

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Questions about working conditions

How many hours do you work in a typical week?

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Additional questions

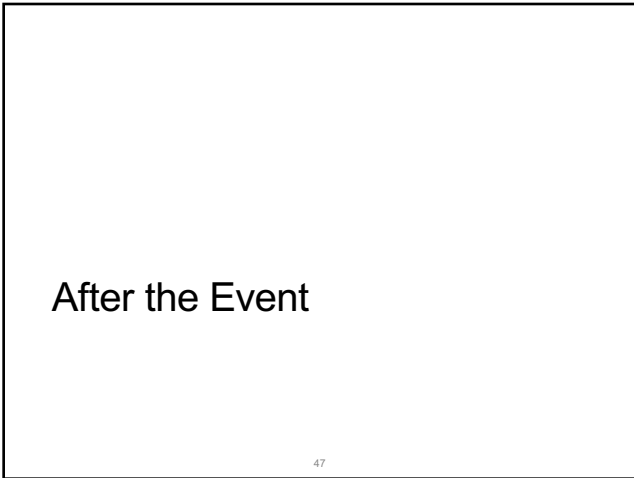
Is this your first time attending this conference?
What session have you most enjoyed so far?

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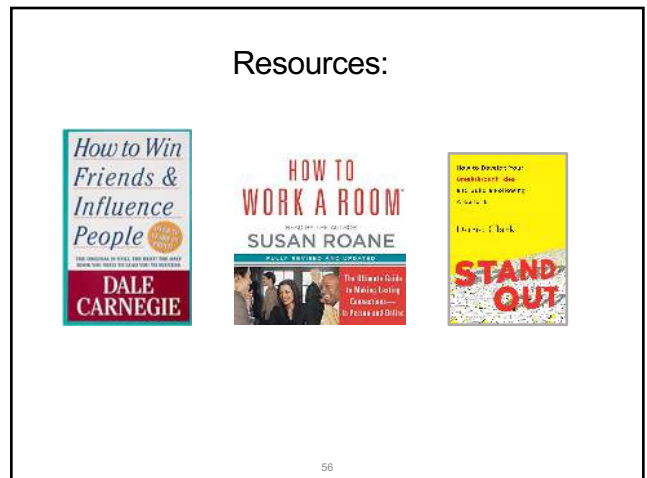
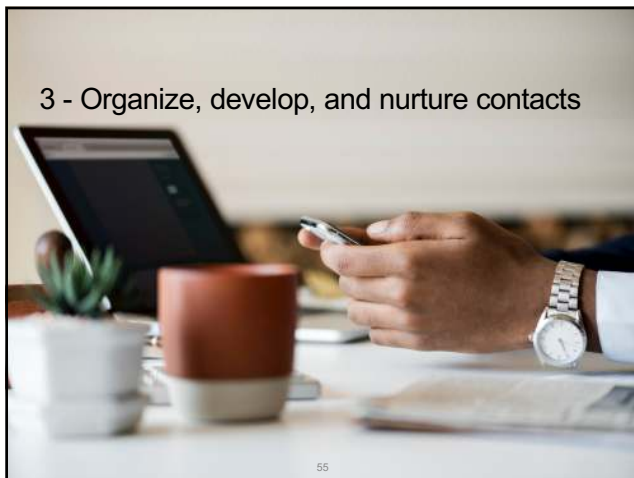
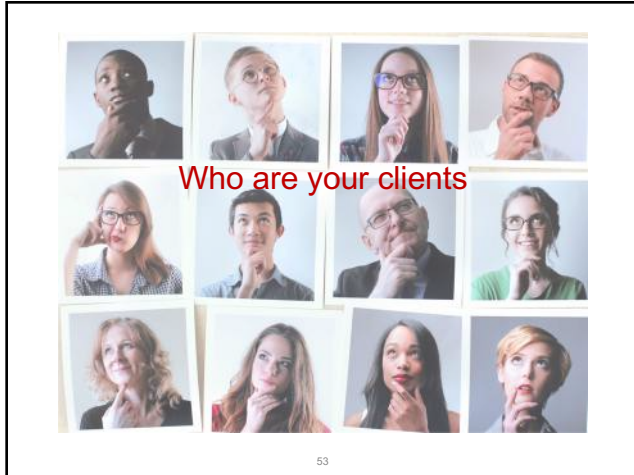
Small Talk

What do you think about... the speaker,
the topic, the weather, etc.?

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Summary

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"It's not what you know but who you know that makes the difference."

- Anonymous

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