




Upping the Net Worth of Your Network

Dave Uzzo
Chief Instigator of Change, Dynamic Consulting
People 2.0
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Credentials


- Who am I and why should you care?
 - B.S. Conflict Management; M.Ed. Higher Education; Ph.D. Higher Ed Administration
 - CIC of Dynamic Consulting
 - Every professional position I've held has required developing partnerships and expanding networks




The History of Networking



NEW CARTOON EVERY MONDAY






Network vs Net Worth

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Network vs Net Worth

- Where should I be spending my time?
- How can my professional connections actually influence my bottom line?
- Can networking be assigned to one individual or office?

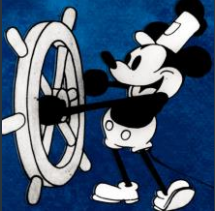
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4 Strategies for
Networking in 2019

The 4 Strategies of Networking for 2019

1. Diversify



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Diversify

- Understand the variety of outcomes of networking
- Expand your thinking about the areas your organization has a presence
 - List specific new arenas you have an opportunity to break in

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The 4 Strategies of Networking for 2019


1. Diversify
2. Compete



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Compete

- Getting in the door means nothing unless you expand your connections while there
- Set a goal for yourself




The 4 Strategies of Networking for 2019

1. Diversify
2. Compete
3. Upgrade




Upgrade

- Be altruistic in thoughts & deeds
- Don't let relationships linger



▸ The 4 Strategies of Networking for 2019

1. Diversify
2. Compete
3. Upgrade
4. Build Bridges




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▸ Build Bridges

- How can you leverage your connections to help other aspects of your network more broadly?

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▸ Networking Tips & Tricks



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Tips & Tricks

- Face to Face
- One to Many
- Social Media

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Tips & Tricks – Face to Face

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Tips & Tricks – One to Many

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Tips & Tricks – Social Media



A cartoon illustration of a man in a suit pointing to a whiteboard. The whiteboard has a grid of social media icons including Facebook, Twitter, LinkedIn, and YouTube. The man is looking at the board with a focused expression.

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vintage social networking



A cartoon illustration titled 'vintage social networking' showing various social media icons like foursquare, LinkedIn, Pinterest, YouTube, Instagram, iMager, WordPress, Twitter, Facebook, reddit, Skype, and Tumblr. The icons are arranged in a circular pattern around a central globe.



A photograph showing the lower legs and feet of a person wearing blue jeans and brown boots, standing on a concrete surface.

Networking Gone Wrong



A cartoon illustration of Santa Claus sitting in a chair, holding a list. A man in a suit is standing next to him, holding a resume. The man says, 'I'll be happy to take your list if you give your dad my resume.' The man's name is 'BILLY BUZZARD'.

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