

NETWORKING AND CONTACTS

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INTRODUCTION

- What – building relationships with individuals in the compliance and ethics profession, as well as those in tangential fields
- Why
 - Moral support
 - Benchmarking
 - Ideas and best practices
 - Career development
 - Mentoring
- Where – Conferences and events

TIP 1 – MAINTAIN YOUR PERSONAL BRAND

- LinkedIn Profile
- Business Cards
- Announce attendance at events so others know they can find you there
- Think about others first. Makes networking more palatable to others.
- Consider your attire

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TIP 2 – IDENTIFY INDIVIDUALS FOR TARGETED INTERACTIONS

- Review lists of presenters ahead of time and make a list of people you'd like to meet.
- Remember there is no chain of command, so long as you're respectful
- Talk to the SCCE staff – they know everyone and are always helpful
- Keep an eye out for folks who you see attending the same sessions as you.

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TIP 3 – DO EVERYTHING

- Pre and Post conference sessions are usually longer and often contain breakout activities which are great for meeting new people
- Attend the social functions, including yoga, volunteering, tailgate, and cocktail hours
- Talk to the vendors – they have solutions to your problems!

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TIP 4 – MAKE IT EASY

- Wear your name badge – easy recognition and conversation starter
- Talk to folks 1:1 – easier than inserting yourself into a conversation already in progress
- Have some conversation starters prepared ahead of time
- Talk to presenters after the session. We appreciate feedback!

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TIP 5 – MAINTENANCE MATTERS

- Connect with your new friends online
- Share content you think may be useful
- Show support by interacting with others (likes, shares, comments)
- Create your own content.
- Sign up to Present next year.
- Join a local network or form a new one if the need exists

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CONTACT INFORMATION



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Link to article:

http://www.corporatecompliance.org/Portals/1/PDF/Resources/Compliance_Ethics_Professional/0316/scce-cep-2016-03-greves.pdf

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