NETWORKING AND CONTACTS

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INTRODUCTION

► What - Building relationships with individuals in the compliance and ethics profession, as well as those in related fields
► Why
  ► Moral support
  ► Benchmarking
  ► Ideas and best practices
  ► Career development
  ► Mentoring
► Where - Conferences, events, and beyond
TIP 1 - MAINTAIN YOUR PERSONAL BRAND

- Linked in profile
- Business cards
- Announce attendance at events
- Selfless motivation
- Consider your attire

TIP 2 - IDENTIFY INDIVIDUALS FOR TARGETED INTERACTIONS

- Review schedule and make a list
- No chain of command
- Talk to the SCCE staff
- Scan the audience
TIP 3 - DO (ALMOST) EVERYTHING

- Pre- and post sessions
- Social functions
  - Yoga
  - Volunteering
  - Tailgate
  - Cocktail hours
- Talk to the vendors
- Blog or podcast

TIP 4 - MAKE IT EASY

- Wear your name badge
- Talk to folks 1:1
- Prepare conversations starters
- Talk to the presenters
TIP 5 - MAINTENANCE MATTERS

- Connect with new friends online
- Share useful content
- Show some support
- Create your own content
- Become a presenter
- Join or create a local network
- Make vacation plans

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