

# NETWORKING AND CONTACTS

SAMANTHA KELEN  
CHIEF ETHICS AND COMPLIANCE OFFICER  
CARDINAL INNOVATIONS HEALTHCARE

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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

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## TIP 1 - MAINTAIN YOUR PERSONAL BRAND

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

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## 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

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## TIP 3 - DO (ALMOST) EVERYTHING

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

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## TIP 4 - MAKE IT EASY

- ▶ Wear your name badge
- ▶ Talk to folks 1:1
- ▶ Prepare conversations starters
- ▶ Talk to the presenters

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## 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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## CONTACT INFORMATION

Samantha Kelen  
Chief Ethics and Compliance Officer  
Cardinal Innovations Healthcare

[sam@samanthakelen.com](mailto:sam@samanthakelen.com)

[Samantha.kelen@cardinalinnovations.org](mailto:Samantha.kelen@cardinalinnovations.org)

<https://www.linkedin.com/in/Samantha-kelen-mbec-ccep-2735ab8>

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