

The Power of Connections

**Know where you want to
go and make sure the right
people know about it**

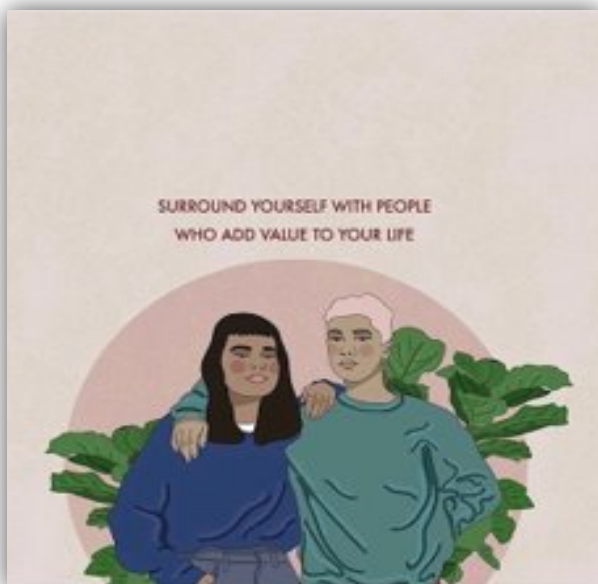
Meredith Mahoney

The Power of Connections



Stronger Together

The Power of connections is real and impactful. Through social events, school events, and work events, there are endless opportunities to meet new people and make connections. Being able to authentically connect with another person and actively listen are essential ingredients to relationship-building.



Resources:

Images Source: [Rachel, A. \[@recipesforselflove. \(n.d.\). Posts \[Instagram profile\].](#)

The Power of Connections

Connecting Authentically

☐ Build Relationships First

☐ Build Trust

☐ Networking is about *connecting* and if you are not listening, you cannot connect

☐ Think about what value you bring to others

☐ Think about what problems you can help solve

Build the relationship
first...



Reciprocity

How to LISTEN 🦻 🧠 🗣️

Let down your guard

Intend to learn

Show compassion

Talk to understand

Entertain new ideas

Never assume

@many_colors_counseling



KEEP UP THAT
COMMUNICATION TO
CULTIVATE A REAL
RELATIONSHIP.

When networking or connecting with people, make the active effort to keep that communication up to grow the relationship



DON'T FOCUS ON THE MONEY



Focus on providing value. If people see the value in what you do, money will follow naturally.

Resources:

Image Source: [Build the relationship first...](#)

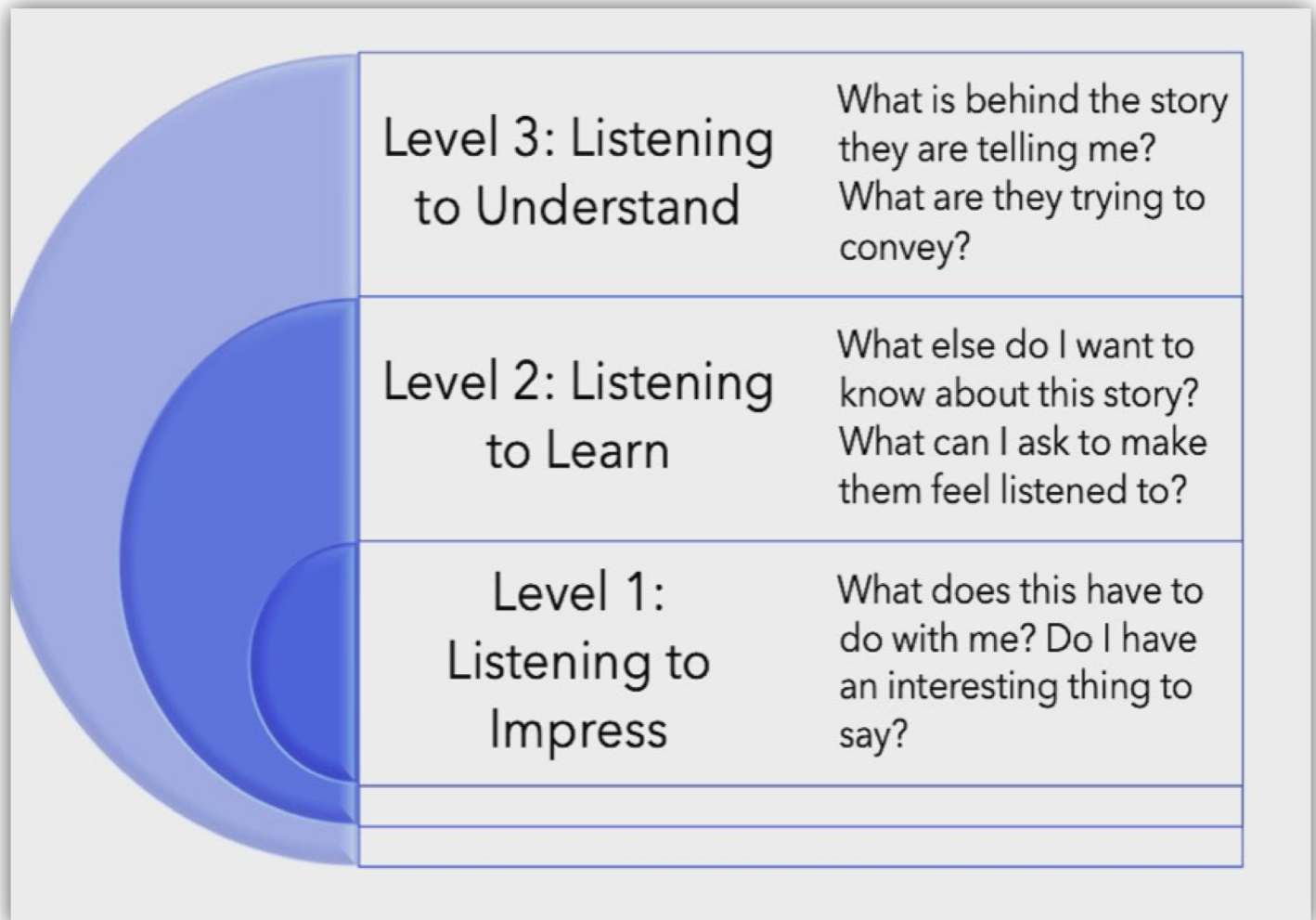
Image Source: [Don't Focus on The Money](#)

Image Source: [Keep up that communication to cultivate a real relationship](#)

Image Source: [How To Listen](#)

The Power of Connections

Levels of Listening



Resources:

Image Source: [Levels of Listening](#)

The Power of Connections

Elevator pitch

30 second commercial about YOU!

Answers these questions:

- ☐ Who are you?
- ☐ What do you do?
- ☐ What do you want?

Format

- ☐ Introduce yourself (your name + where you're from)
- ☐ Unique selling point (strengths, skills, talents)
- ☐ Goal + connection (what do you want + how can this person help and how can you help them?)
- ☐ Call to action (important: ensure follow up)

ELEVATOR PITCH

/ˈELƏ,VÄDƏR/ • /PICH/

A CLEAR, BRIEF MESSAGE OR "COMMERCIAL" ABOUT YOU.

IT COMMUNICATES WHO YOU ARE,

WHAT YOU'RE LOOKING FOR & HOW YOU CAN BENEFIT A

COMPANY OR ORGANIZATION

@theprodygii

Elevator Pitch Template

Fill in the Blanks

"Hi, my name is _____ and I'm a _____ (grade) at _____ (high school) in _____ (city and state). I am interested in _____ (industry/field) as a possible career path. I enjoy doing _____ (extracurricular activities, organization, volunteering) in my free time. My skills/strengths include _____, _____, & _____. I developed them by _____ (being captain of my sports team, participating in an internship, working a particular job, etc.) What is the best way to get in touch?

YOUTUBE VIDEOS TO HELP YOUR PITCH

- 30-Second Elevator Pitch
- How to Create Your 30 Second Elevator Pitch! The Intern Queen
- How to Create an Elevator Speech About Yourself! Self Made Millennial

*Links Below

Resources:

YouTube Video: [30-Second Elevator Pitch -Career Development Center](#)

YouTube Video: [How to Create Your 30 Second Elevator Pitch! -The Intern Queen](#)

YouTube Video: [How to Create an Elevator Speech About Yourself! -Self-Made Millennial](#)

Image Source: [Elevator Pitch](#)

The Power of Connections

NETWORKING ICEBREAKERS

How did you hear about this event?

Have you been to this event before?

Where are you from?

How long have you been in the city? What brought you here?

What's your story?

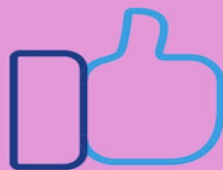
How do you spend most of your time?

NAVIGATING NETWORKING

BEFORE:
PREPARE & HAVE A GOAL
DO YOUR RESEARCH

DURING:
MAKE AN EFFECTIVE INTRODUCTION
LISTEN FIRST, THEN SPEAK
SHOW SINCERITY AND INTEREST
GET TO THE POINT
TAKE NOTES
CALL TO ACTION

AFTER:
FOLLOW UP



PRESENT YOURSELF HOW YOU WANT TO BE REMEMBERED

You don't know where that person is heading and where that good reputation will take you in the future



NETWORK WITH A PURPOSE AND A GOAL

Don't be aimless in your networking. Identify what you would like to learn/glean from a person and ask them questions that will help you find out how they go to where they are today

Resources:

Image Source: [Networking Icebreakers](#)

Image Source: [Network with a Purpose and a Goal](#)

Image Source: [Present Yourself How You Want to Be Remembered](#)

Source: [Navigating Networking](#)

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