



**Fleet Conference
& Exhibition**
AND FLEET AWARDS

MAY 23-24
ROSEHILL GARDENS
RACECOURSE SYDNEY

Networking

Do You Really Understand the Possibilities?

LISA PANARELLO

FOUNDER & CEO

CAREERS ADVANCE

NETWORKING:

STOP Doing
it Wrong!





Gain Info

**Gain
Access**



Gain Visibility



BENEFITS

What
STOPS
us
from
doing
it?





Why do we hesitate to network?

Wordcloud Poll 59 responses 47 participants



Agenda

1. **3 Philosophies**
2. **4 Rules of Engagement**
3. **1 Easy Way to Manage**



#1 Philosophy:

A person wearing a dark suit jacket and a white collared shirt is holding a large, rectangular piece of brown cardboard. The cardboard has the words "LOOKING FOR A JOB" written on it in black, hand-painted capital letters. A large, thick red 'X' is drawn over the entire sign, crossing out the text. The person's hands are visible at the bottom corners of the sign.

LOOKING
FOR
A JOB

**It's NOT
Job Searching**



Networking is...

Developing trustworthy,
mutually-beneficial relationships
through the exchange of ideas,
advice, and support

Shift Mindset...





#2 Philosophy

It's NOT just for one personality



RESPONSIBLE
UNDERSTAND
YOUR CAREER
JOURNEY WITH
NATIONAL INSTITUTE

arkfront

PRODUCT
SCHOOL

Value-

#3 Philosophy:

**There's
NEVER a WRONG TIME
to network**





Dig your well

**before
you're
thirsty**

4

RULES

of ENGAGEMENT

#1 Be Strategic

5 Ws

Why

What

Who

Where

When

*Career
Growth*

*Business
Growth*

*Personal
Growth*

DON'T MISS

OUT!

Plan ahead;

Keep eyes / ears



#2 Be Human

Personalize
EVERY DIGITAL
interaction!



#3 Be Informed

*When you
aren't; Be
Curious!*



#4 Be Reciprocal

Give

*with
Empathy*

Take

*with
Grace*

**Easiest way
to Manage
Your
Network**

Tracking!



What's
ONE THING
you'll
do that's
new?

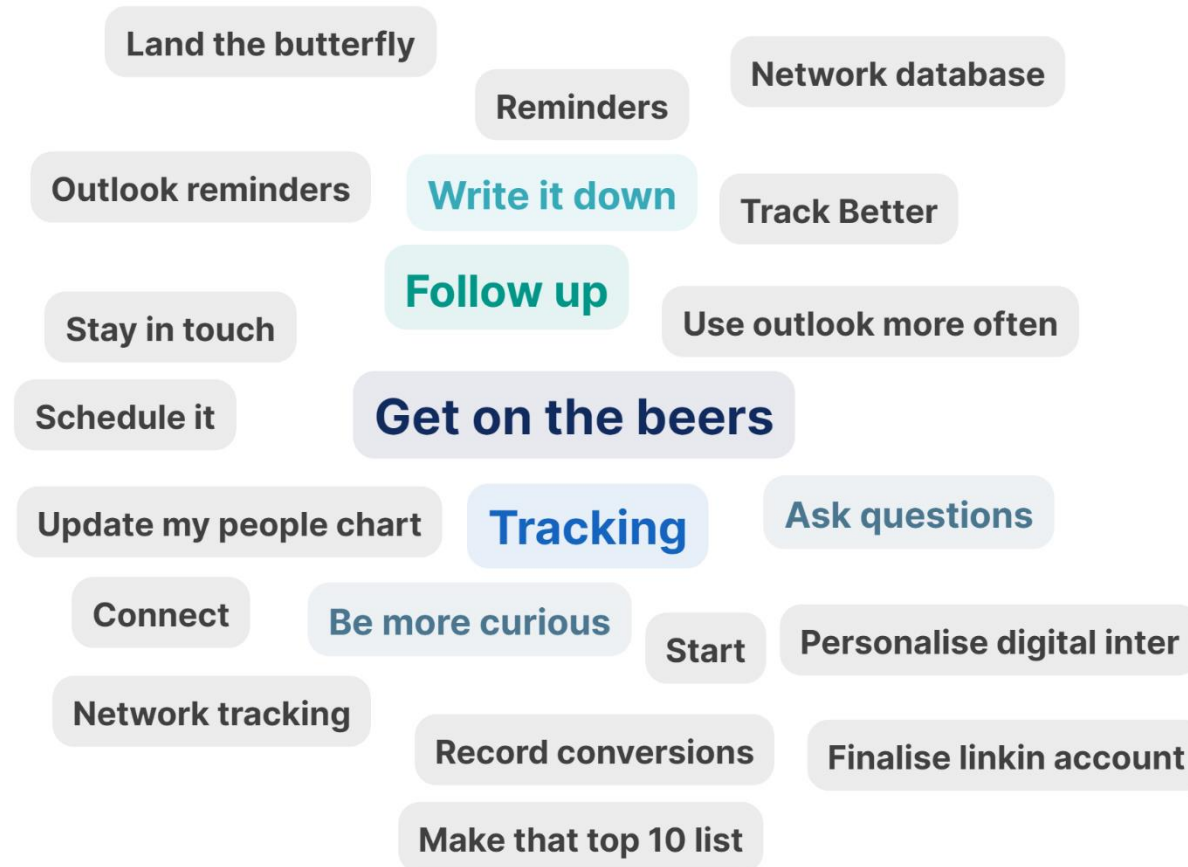


*Take
away*



Share ONE thing you'll DO that's NEW

Wordcloud Poll 54 responses 40 participants





***Make Your
Nefforts™...***

Proactive

Ongoing

Purposeful

www.CAREERSADVANCE.org



t h a n k y o u



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ADVANCE



Session Details

Networking - Do You Really Understand the Possibilities

Wed, 24/5

Personal Development
Plenary

Add session

SESSION FEEDBACK



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2023 Australasian Fleet Conference

LOOK FOR THE SESSION

AND CLICK THE

SESSION FEEDBACK