

Tapping into a Network: Making the Right Connections

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Value of Connections



Building a Meaningful Network



Water Industry Value



Collaboration



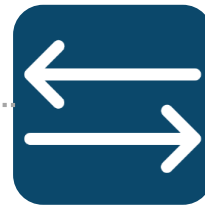
Exposure to other Water Agencies



Social and Training Opportunities



Professional Growth



Giving Back



Fearful

Excited

Opportunistic

Intimidated

Overwhelmed

Nervous

Anxious

Stressed

Confused

Worried

Fearful

Excited

Opportunistic

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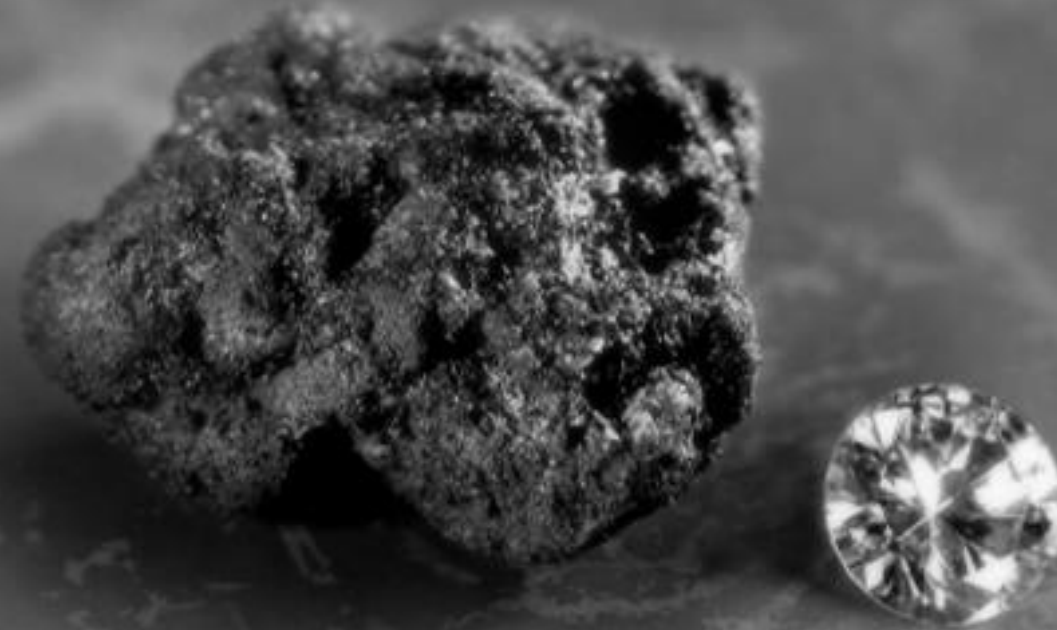
Overwhelmed



Mentality Shift - Opportunity

A DIAMOND IS A CHUNK OF COAL
THAT DID REALLY WELL UNDER PRESSURE.

- HENRY KISSINGER





What is the value of Connections and Networking? - Mentality Shift - Opportunity

Networking is not about just connecting people. It's about connecting people with people, people with ideas, and people with opportunities.

~ Michele Jennae

WISEFAMOUSQUOTES.COM



Buddies

Travel

Connections

Recruitment

Career

Excited

Inspired

Opportunistic

Motivated Overwhelmed

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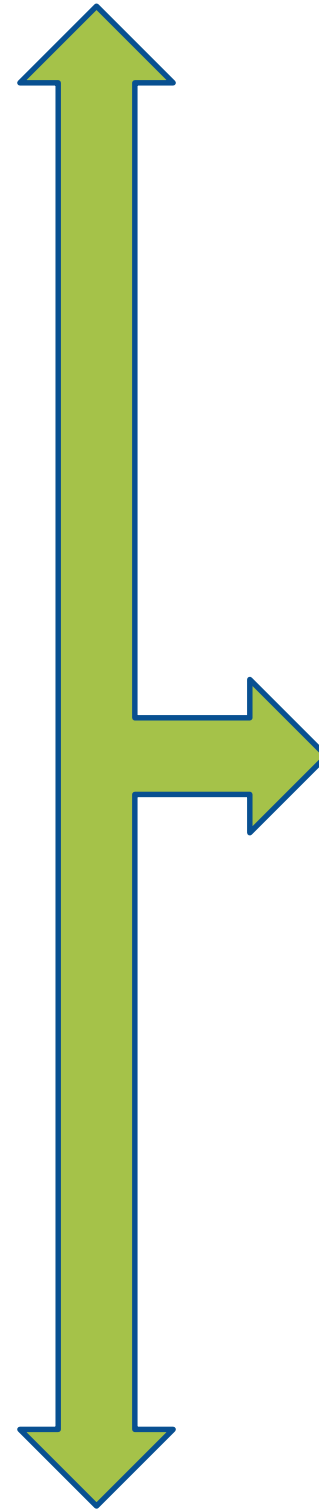
Travel

Connections

Recruitment

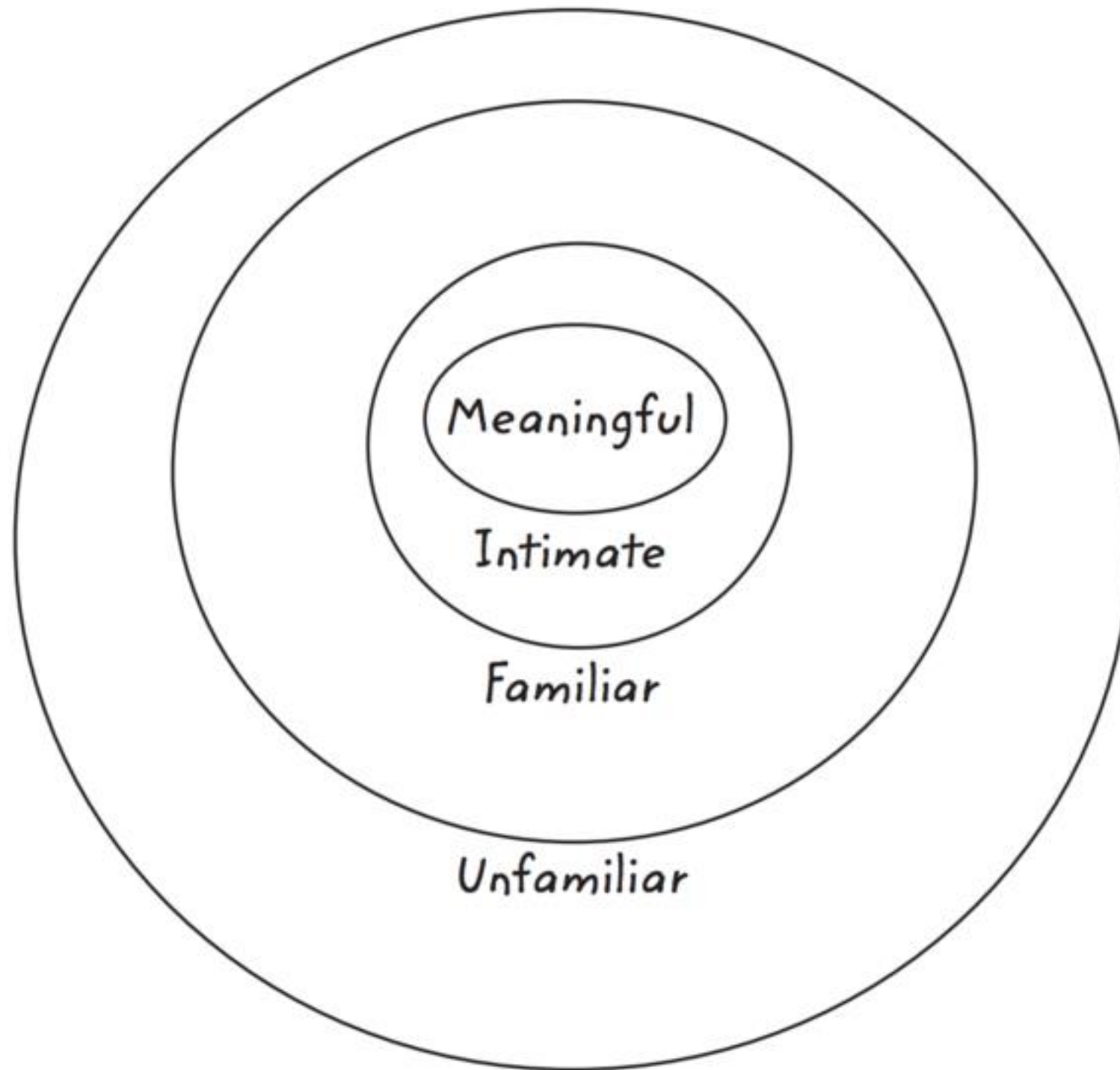
Career

Value of Networking





Building a Meaningful Network



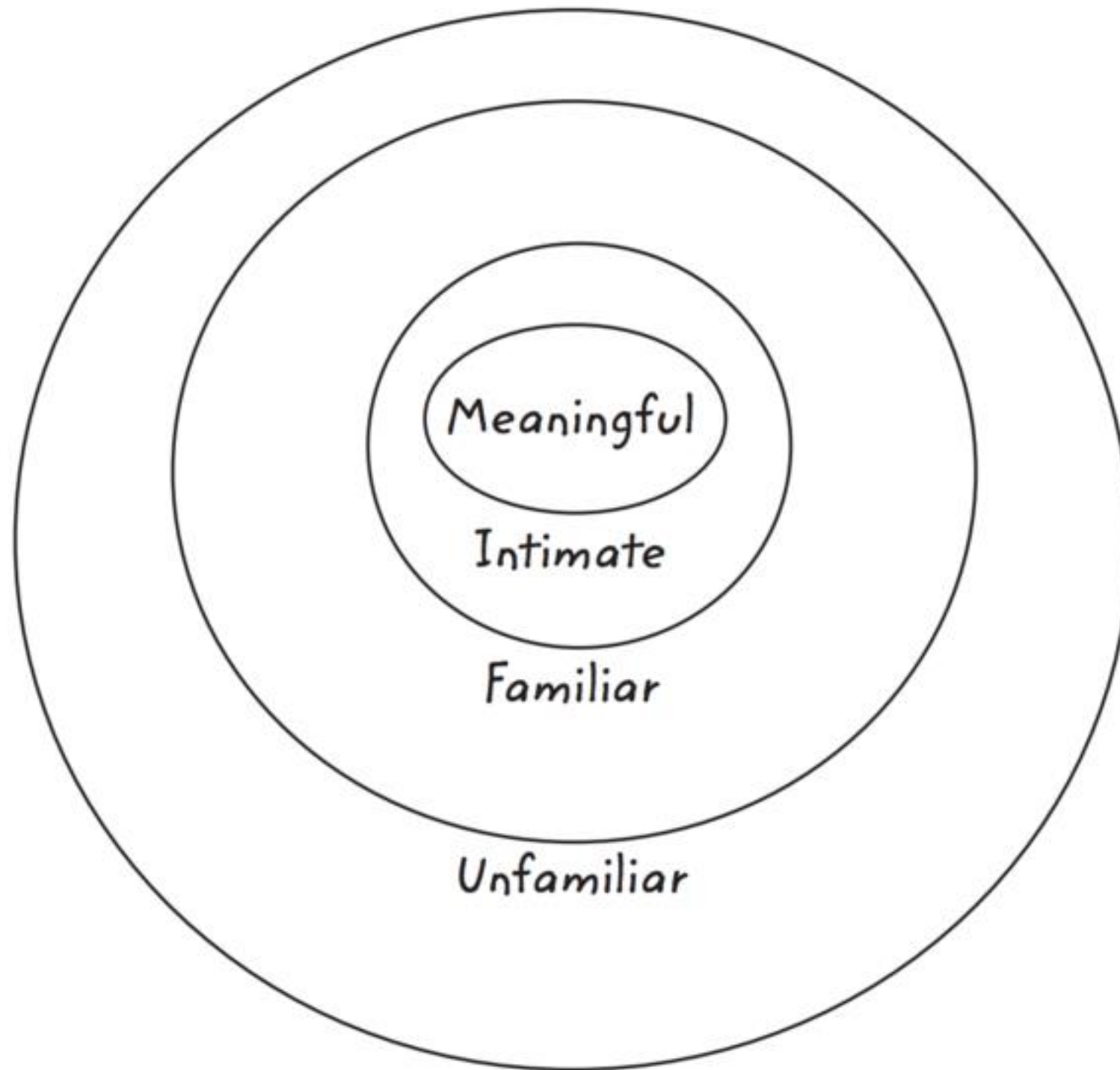
Intimate Network: people you've gotten to know quite well.

Meaningful Network: your true personal network of deep relationships and friendships.

Your Meaningful Network will make it possible for you to have the impact with your career and life that you desire.



Building a Meaningful Network



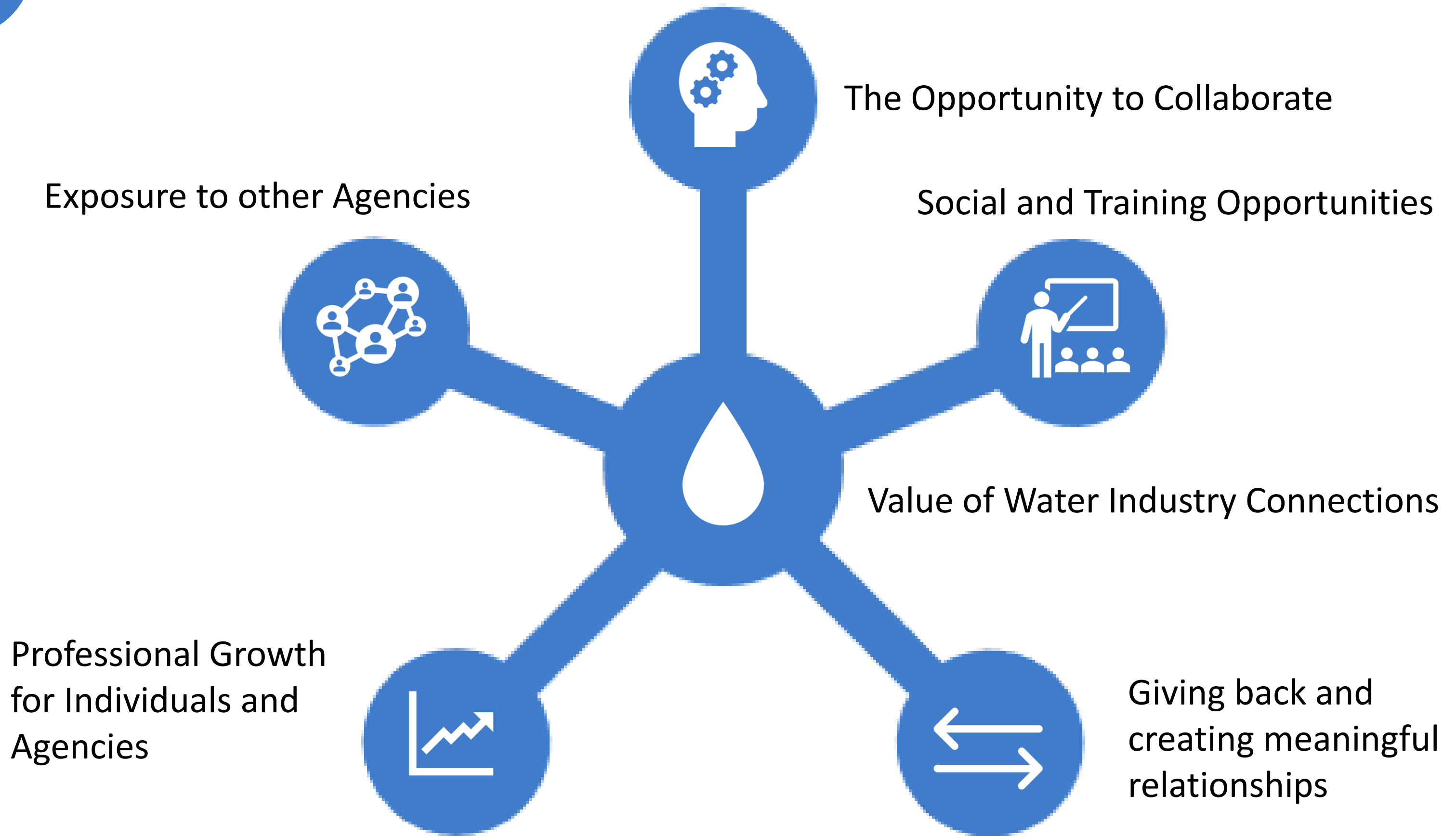
The only one way to bring someone into your Meaningful Network: **You're going to do something important for them.**

"Your network is the people who want to help you, and you want to help them, and that's really powerful."

- Reid Hoffman



For the Water Industry....





Collaboration

- Pre-screen your Project Teams
- How you work in a job or project
- Differing ideas/disagreeing with respect

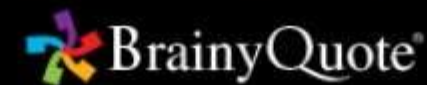




Collaboration

Great things in business are never done by one person. They're done by a team of people.

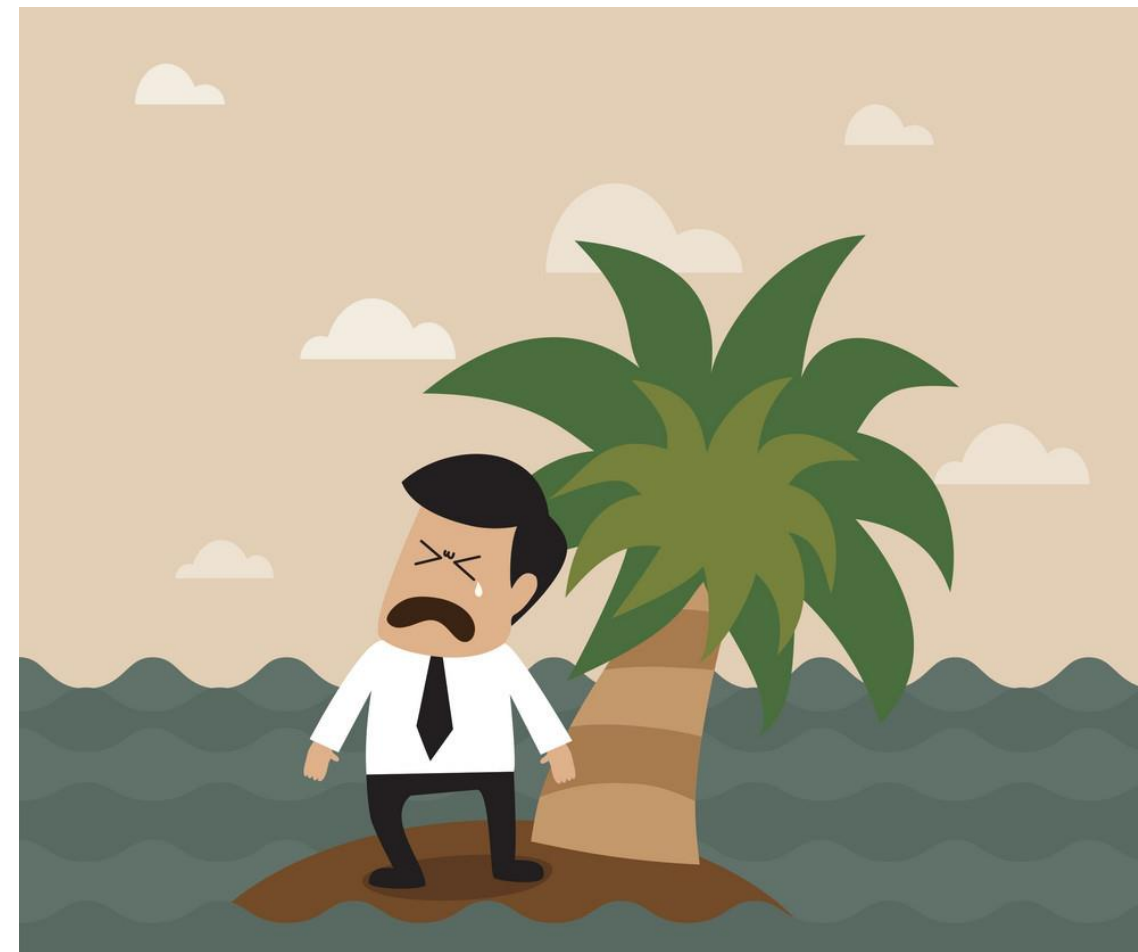
Steve Jobs





Exposure to other Agencies

- Exposure to other agencies'/individuals' projects and approaches to solutions
- Smaller Utilities (Islands) with limited resources/Bigger Utilities with Silos
 - Mainbreak issues case study





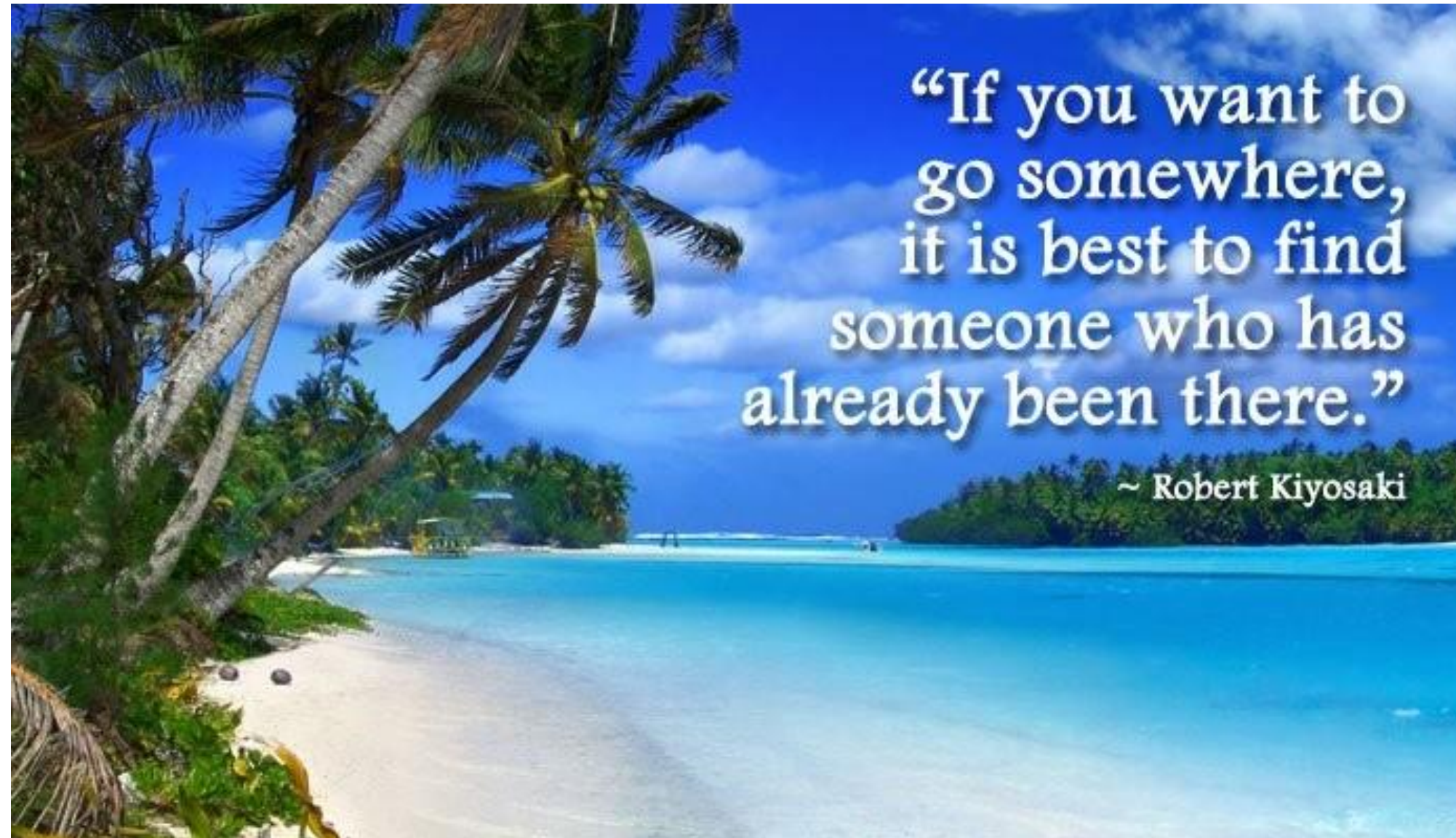
Exposure to other Agencies

Liz

- 2011 vs 2019

Chris

- 2009 vs 2019





Social and Training Opportunities

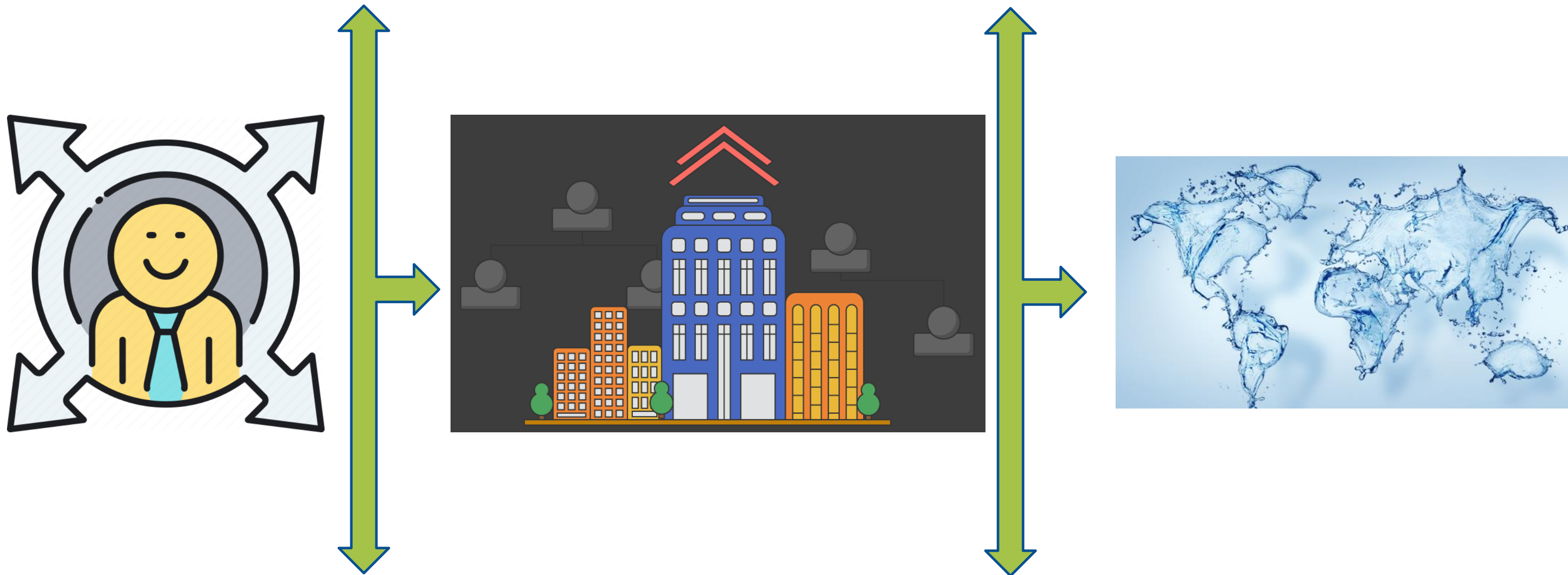
- Social and training opportunities potentially not available at work
- Ideas from those dealing with similar issues, different approaches





Professional Growth

A meaningful network gives you more opportunities outside your work to grow as a water professional





Giving Back

- Remember:
 - The only one way to bring someone into your Meaningful Network: **You're going to do something important for them.**
- Create a meaningful connection with the industry you work in
 - AWWA





Building your Meaningful Network - Last Tips



Networking
is more about
'farming' than it is
about 'hunting'.
It's about cultivating
relationships.

Dr. Ivan Misner, BNI

www.EnlightenedNetworker.com ©



Building your Meaningful Network

- Last Tips

Effective networking isn't a result of luck - it requires hard work and persistence.

- Lewis Howes

EVERYONE YOU
WILL EVER MEET
KNOWS
SOMETHING YOU
DON'T.

- Bill Nye

JamieVC.com



Q&A / Tips & Tricks



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Thank you!