



Innovative Ways to Connect & Engage

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Networking Challenge

- How hard was to avoid the ‘job question’?
- What are your go to conversation starters?



Washingtonian Problems
@WashProbs



Immediately asking what someone's job is when meeting them.



g. 🇳🇵 @ewgraiaam · 4d

what social customs do we need to retire?



Leading with interest and service can be fun!

- Who would you like to meet or connect?
- What organizations or social efforts are you engaged in?
- What brought you here today?



Respect for People

We are always learning – a crucial part of building your relationships is learning all the time and everywhere

Key concept: Respect for Humanity

Respect: To have a high regard for someone or something

Humanity: the total experience of existing as a human. Including the psychological interpretation of things that drive our actions, thoughts and feelings in distinctive ways

Humanistic Philosophy shows that personal relationships give meaning to life. Therefore, a humanistic leader and teammate would view each person's life as important

Relationships are the building blocks for our communities, careers, and organizations

- Why? Goals!
- People do not work in isolation all the time: partnerships!

FUNDAMENTAL REASONS TO BUILD RELATIONSHIPS:

- *Impactful connections happen one-to-one.*
- *We need relationships in order to win allies to our cause.*
- *Our relationships give meaning and richness to our work and to our lives.*

Recycling ideas we learned in the first grade but, as adults, we sometimes forget

- **Be friendly and make a connection.** This may seem self-evident, but a friendly word or smile can make someone's day.
- **Ask people questions.** People love to talk about themselves and about what they think.
- **Tell people about yourself.** People won't trust you unless you are willing to trust them.
- **Go places and do things.** When asked why he robbed banks, the robber replied, "Because that's where the money is." If you want to make friends, you have to go where the people are: picnics, conferences, events, fundraisers, parties, playgrounds, bowling alleys, little league games, bake sales, etc..

People have all sorts of cultural backgrounds, and the goal is to build relationships with a diverse group of people

- *Learn about the person's culture.* Any effort will go a long way
- *Put yourself at the center of another person's culture.* Especially if you are getting to know someone who is not a part of majority culture, try going to their cultural events where you are the minority.
- *It's okay to make mistakes.* You may have to make mistakes as you build relationships with people who have different cultural backgrounds than your own, but people are generally forgiving, especially if your intentions are good.

Ok, now you've built some relationships

- **Pay attention to people.** Check in with people when you need to.
- **Communicate openly.** People need to communicate. It's a good idea to set aside some time just to talk about the way things are going.
- **Appreciate each other.** Everyone needs to be appreciated in order to keep relationships going. If you notice that someone did a stellar job of collecting the necessary data for a project, say so.
- **Extend yourself.** Go a little out of your way, at least once in a while.
- **Challenge each other to do better.** We all need a buddy to help us stretch ourselves beyond what we think we can do.

Relationships=Connections=Relationships

- Technology has changed how we communicate, but didn't make connections easier
- There is no straight or clear path
- Share with someone how they impacted your life



THANK YOU and Resources

- Nathalia.artus@atlanticunionbank.com
- <https://youtu.be/7Qv0o1oh9f4> - HBR interview
- <https://www.youtube.com/watch?v=EtZQT3avFaY> –TED
- <https://www.youtube.com/watch?v=1wrQ6Msp7wM> – TED on career disruption and has a lot on relationships and being authentic
- <https://www.youtube.com/watch?v=rxDjTyWRqDA> – TED on building mental strength – needed for relationships and reaching your greatest potential