



Emerging Leaders Networking Workshop

Wednesday, December 1

4:00 – 5:30 PM ET



**AUCD
Emerging Leaders
Community**

Housekeeping

- ▶ Ensure your name is displayed correctly in the participant list. You may also include program/org and preferred pronouns.
 - ▶ Hover over your name in the “Participants” box and select “More” → “Rename”
- ▶ Remain muted unless speaking; state your name prior to speaking
- ▶ Live captioning is available
- ▶ Slides are available on the event page; workshop is being recorded and will be archived
- ▶ Use chat box to introduce yourself!



Agenda



Introduction to Networking



Strategies from AUCD Network Professionals



Tips from Alumni Trainees



Elevator Speeches in Breakout Rooms

Learning Objectives

After this workshop, you will be able to:



Define networking and its benefits



Build a networking plan



Identify strategies for virtual relationship-building



Create an elevator speech



Learn how to market your experience!

Speakers



Laura Rodríguez López, MEd

Training Director,
Florida Center for Inclusive Communities (FCIC),
University of South Florida Center for Excellence
in Developmental Disabilities (UCEDD)



Danielle Weber, MSW

Senior Manager, Public Health Team,
AUCD

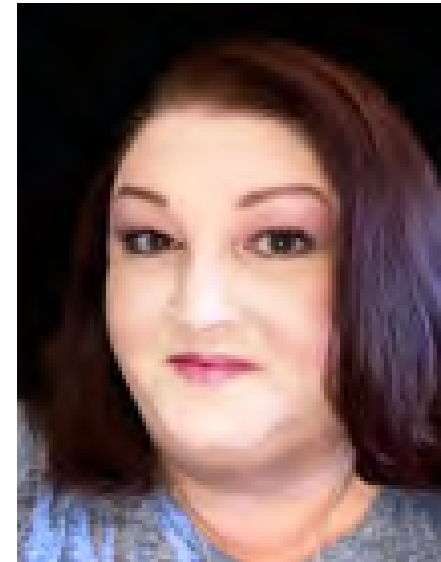
Alumni Trainees



Jeanette Córdova

2017 JFK Partners LEND Fellow Graduate

Bilingual Program Manager, MCH & UCEDD TA Teams,
AUCD



Wendy Spoon

2020-2021 Oklahoma LEND Fellow
Graduate
Family Advocate and Mentor



Who's here?

- ▶ Current Trainee or Fellow
- ▶ Former Trainee or Fellow
- ▶ Other early-career professional

**Enter your
answers here:** <https://www.menti.com/g6bvakztxn>

**Or Scan
the QR Code**



Program?

- ▶ LEND
- ▶ UCEDD
- ▶ IDDRRC
- ▶ DBP
- ▶ Other

**Or Scan
the QR Code**



**Enter your
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What does networking mean to you?

What words come to mind when
you hear:
Network
Networking

Or Scan
the QR Code

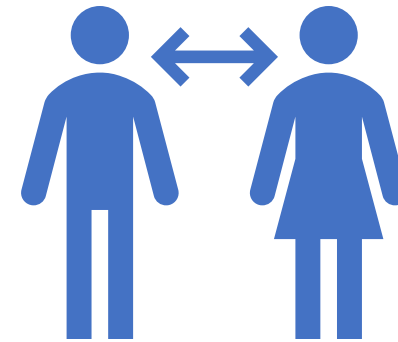
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What is networking?



Making new connections or
maintaining current relationships



More than self-promotion;
bi-directional

Why network?



Find a job



Professional
development



Explore a
passion



Create a
community

Networking Myths

You need to sell yourself

Only for extroverted/outgoing individuals

Only network at events or functions

Only for academic-focused career goals

“I don’t need a job right now, so I don’t need to network”

Credit: NYU Wasserman Center for Career Development

Types of Networking

In-Person Networking



Virtual Networking



How comfortable are you with networking?

Rate your comfort level with in-person and virtual networking?

- ▶ 5 = very comfortable
- ▶ 1 = uncomfortable

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the QR Code**



**Enter your
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Virtual Networking

- ▶ Benefits

- ▶ Build online presence
- ▶ Connect with others beyond your geographic location
- ▶ Easy way to stay connected with past employers, other students, partners, etc.

- ▶ Examples

- ▶ Social Media (LinkedIn, Twitter, Instagram, YouTube)
- ▶ Zoom – Virtual Meet Ups
- ▶ Email

In-Person Networking

- ▶ Benefits
 - ▶ Face-to-face interaction
 - ▶ Immediate response
- ▶ Examples
 - ▶ Events (i.e., conferences, social gatherings, networking events)
 - ▶ Educational settings (i.e., classes, workshop)
 - ▶ Informational interviews (ask someone (someone you admire/alumna) to coffee/lunch)
 - ▶ Volunteer!

Dos and Don'ts of Networking



Do...

- ▶ Have clear goals
- ▶ Be prepared and organized
- ▶ Actively listen and be engaged
- ▶ Follow up
- ▶ Be yourself



Don't...

- ▶ Ask outright for a job
- ▶ Brag
- ▶ Think only about what they can offer you
- ▶ Be scared to ask questions

Credit: NYU Wasserman Center for Career Development

Where to start?

At your program:

- ▶ Classmates
- ▶ Advisors, Preceptors
- ▶ Training Director/Director
- ▶ Guest speakers
- ▶ Student/professional organizations
- ▶ Social events

▶ At AUCD:

- ▶ Councils
- ▶ Special Interest Groups
- ▶ Events & Webinars
- ▶ Emerging Leaders Map

▶ Online:

- ▶ Social Media
- ▶ Listservs
- ▶ Virtual meetings



NETWORKING TIPS

Laura Rodríguez López
Training Director, FCIC-UCEDD

HOW DO I DEFINE NETWORKING?

- The process of connecting with others, based on common interests, to exchange information, ideas, thoughts, philosophies, and best practices.

TIP #1: VISIBILITY

Join and Show up! In person and/or
Online



TIP #2: GET INVOLVED

Do not join groups to be a passive member, be an active participant!

TIP #3: BE HELPFUL

Become a resource yourself.

Look back and be
grateful, look ahead and
be hopeful, look around
and be helpful.

— Helen Barry



TIP #4: STAY CONNECTED

Keep up your online presence, be mindful of it,
and use it to your advantage.

THANK YOU!





*LinkedIn: Leveraging Your
Experience as an Emerging
Leader within the AUCD Network*

Danielle Webber
Senior Manager, AUCD



Basic Tips and Tricks

Make your profile shine:

- Include a picture
- Record and display name pronunciation
- Craft a catchy headline
- Fill in recent job experience
- Share your educational background
- Include volunteer work
- Add a few accomplishments
- Select a handful of interests to include

Linked in



Basic Tips and Tricks

- Build community by:
 - Sending connection requests (be sure to add a personal message)
 - Engaging in groups of interest
 - Following people, you admire (and checking out the groups they follow, what forums they participate in, what organizations they share content from)
 - Sharing news and events
- Ask current and former colleagues to:
 - Endorse your skills in areas of expertise
 - Provide a recommendation for you as a current coworker or past supervisor



Basic Tips and Tricks

- Ask current and former colleagues and supervisors to:
 - Endorse your skills in areas of expertise
 - Provide a recommendation for you
- LinkedIn may help you find your next job, even if you are not currently looking:
 - Set alerts for your local area and/or areas you are willing to relocate to
 - Set alerts for job titles you are interested in
 - Check out the interview prep, resume builder, skill assessment, and salary features for additional support



Leveraging Your Emerging Leader Experience with the AUCD Network

- You are special! Do not hide your light under a bushel:
 - Be certain to highlight your experience as a trainee/fellow/emerging leader with your AUCD Network-affiliated center.
 - Connect with and engage in conversation with AUCD, national disability organizations, professional membership groups associated with your discipline.
 - Consider sharing a profile link in your email signature line.

Linked in





Feel free to connect with me!

<https://www.linkedin.com/in/daniellewebber/>





*Join the Emerging Leaders Community
LinkedIn Group!*



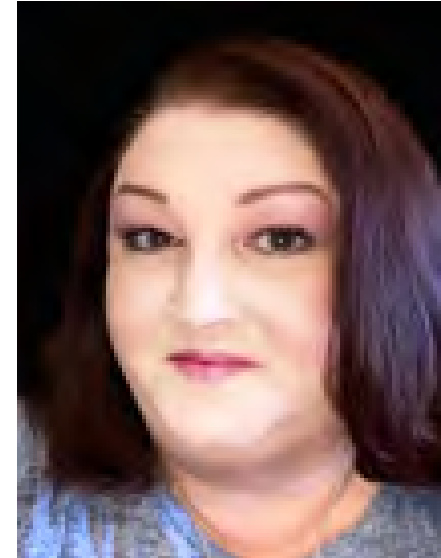
Strategies from Alumni Trainees



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Fellow Graduate
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Building a networking plan

What are your goals?

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the QR Code



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Building a networking plan

How will you use networking to
achieve your goals?
What steps will you take?

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the QR Code



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answers here: <https://www.menti.com/g6bvakztxn>

Breakout Room Activity – Elevator Speech

What is an elevator speech?

Quick summary of your background and skills

In breakout rooms

- ▶ Create and practice elevator speeches
- ▶ Share out loud or write in chatbox
- ▶ Get instant feedback

Elevator Speech Tips

- ▶ 30-60 seconds
- ▶ Include:
 - ▶ Who you are,
 - ▶ What you've learned,
 - ▶ What you do,
 - ▶ What you want to achieve.

Emerging Leaders Post-Conference Events

Networking Session

- ▶ TOMORROW, Thursday, December 2
- ▶ 4 PM ET

Storytelling Workshop

- ▶ NEXT WEEK, Wednesday, December 8
- ▶ 4 PM ET

