Turning Connections into Collaboration
TURNING CONNECTIONS INTO COLLABORATION

* A 10 Step Guide to Networking with Purpose

1. Network
2. Make the Connection
3. Seek Similarities
4. Build the Relationship
5. Share Values and Goals
6. Follow-up
7. Find the Time
8. Collaborate
9. Grow
10. Pay it Forward
Find connecting themes

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Teamwork is founded on vulnerability.
- Patrick Lencioni
Personal Histories Exercise

Where did you grow up?

How many siblings do you have and where do you fall in that order?

Describe a unique or interesting challenge or experience from your childhood.
Personal Histories Exercise

Where did you grow up?

How many siblings do you have and where do you fall in that order?

Describe a unique or interesting challenge or experience from your childhood.
Your goal may reflect a vision to advance your organization.
Your goal may reflect a problem that you are facing within your organization right now.
Your goal may reflect your desire to take advantage of an opportunity.
Take Action!

* Follow up
* Find the time
* Collaborate
* Grow

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Take Action!

* Follow up
* Find the time
* Collaborate
* Grow
• Schedule your first follow up
• Identify who should be included
• Establish your goal
• Create follow up questions

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Pay it Forward

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