## Building & Leveraging a Powerful Network

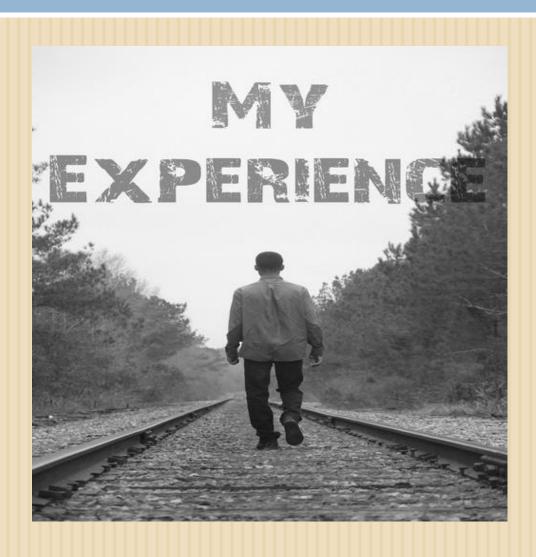
ICMA MIT Call June 5, 2017

Dr. Frank Benest

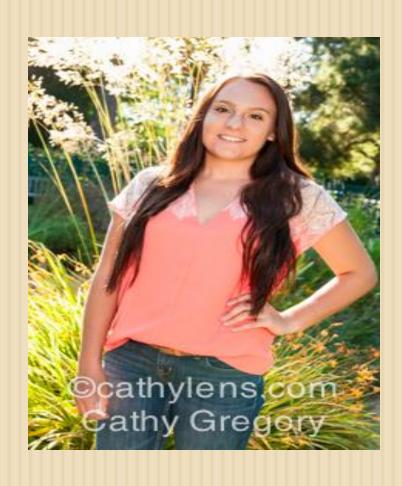
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## Frank's Story



## My Daughter Leila



# BIG # Clea

## Networking





- 1. Take a deep breath
- 2. Identify your possible contacts
- 3. Approach contact with an open & positive mindset
- 4. Come prepared



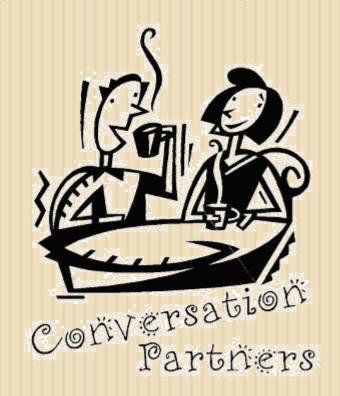
# Frank's 7 Tips (con't)

- Look for ways to serve
- 6. Maintain the relationship
- 7. Have fun



## Bonus Tip

Understand that it's not a burden—
City Managers love to give advice



## Summary

- □ Take charge
- □ Plan it out
- □ It's not just about you
- □ Build a "dream team"
- Enjoy the journey



#### Resources

- Career Compass #30 "Building a Powerful Network"
- Career Compass #45 "City Managers Need Coaches Too"
- □ ICMA Coaching Program www.icma.org/coaching
  - Coaches Gallery
  - CoachConnect

### What Are Your Questions & Ideas?

