

Building & Leveraging a Powerful Network

ICMA MIT Call

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Frank's Story



My Daughter Leila



BIG



idea

Networking



Frank's 7 Tips

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

TAKE A BREATH

and let the rest

COME EASY

Frank's 7 Tips (con't)

5. 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?

