Building & Leveraging a Powerful Network

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Frank’s Story

MY EXPERIENCE
My Daughter Leila
Networking

WHY?
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
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?