



**The Well-Connected Employee:  
Networking Competencies That Foster Engagement,  
Collaboration, & Business Results  
Presented by Lynne Waymon  
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**Q: How do you help other Executive Team Members see the importance of networking? ~ Carla**

A: Dear Carla - Several Ideas: Take Team Members (maybe one at a time?) to a networking event – but prep them first about what to do and say; invite them to “lunch and Listen” and replay “The Well-connected Employee” webinar you came to; Pepper your conversations with examples of YOUR successes that came from having built a deep and wide networking of people inside and outside the organization.

**Q: I often find when networking that people are telling me my coworkers are of the "unconnected" ilk and that they don't like to work with them. How can I overcome this so they don't over-rely on me? ~ Concetta**

A: Dear Concetta - Invite your co-workers – maybe one at a time – to come along with you so you can role model how to connect and converse. Prep the co-worker(s) first on what you do to make it work. Be prepared . . . to be spontaneous! Also, be sure you tell others what each of your co-workers is good at, so others seek them out for the right reasons.

**Q: How do you find your footing when you're from another state, everyone's views are different from yours, and because you're from another state, no one ask you for your opinion? ~ Marketta**

A: Dear Marketta - Admit that you're “new” and say things, like “Tell me how you see this . . .” or “Remember – I’m from the east coast and now I’m learning about west coast ways, so fill me in on how people around here see this.” Also, don’t forget that your NEW ideas and perspectives may come in handy when the group faces challenges and problems and are stuck in the same old ruts. Say, “I’ve got an idea that worked elsewhere– would you like to hear what it is?” Getting people’s buy-in to listening is always a good idea.

**Q: I feel like I have the network I need to get the job done TODAY, but I am wondering - how can we identify with people who will be good for our network to keep evolving for the future? ~ Concetta**

A: Dear Concetta – Take a look at industry forecasts, business forecasts, and predictions your organization is making and see if you can guess/predict what the hot issues/trends will be in the future. Will you have more remote workers? Will you reach out to new types of clients/ new hires/donors/publics? Where do they hang out? Example: Nancy, in HR and Recruiting, realized her company’s new CEO was eager to hire more veterans fresh out of military service, so she make sure she built a strong network with people/organizations/resources in that field.

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