



ACEC

AMERICAN COUNCIL OF ENGINEERING COMPANIES  
California, Orange County Chapter

# NETWORKING

*Educational Workshop*

*April 28, 2023*

# Presenters



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Partner



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Chief Executive Officer



## Objectives

- Learn how to build, sustain and leverage your professional network
- Network with industry professionals



## What is a professional network?

- Relationships with people you work with—both internal and external to your company
- Like-minded individuals you've worked with and share mutual respect



# Why Network?

- Allows for career expansion and growth
- Cultivate your Professional Relationships
- It can be fun if you learn how to do it right!



## How to develop personal relationships

- Establish professional credibility
- Be someone they'd like to be friendly with
- Find points of commonality
- Behave in an appropriate manner while establishing the relationship—and afterwards
- Offer added value

# THE PILLARS OF NETWORKING





## Career Growth

- Find industry mentor and peers for collaboration
- Access to clients (peers may become clients)
- Exposure for technical advancement
- Opportunities for leadership development



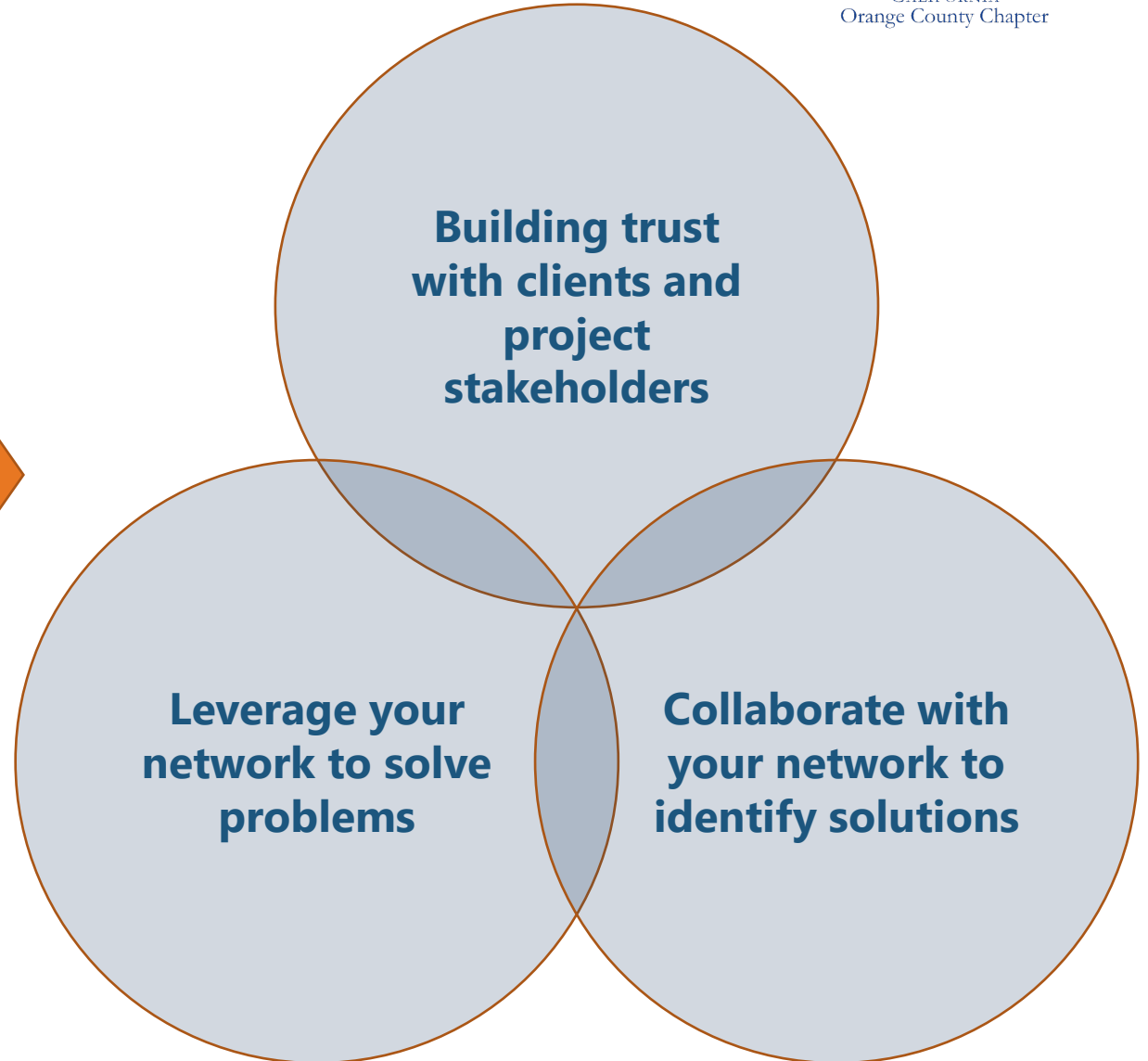


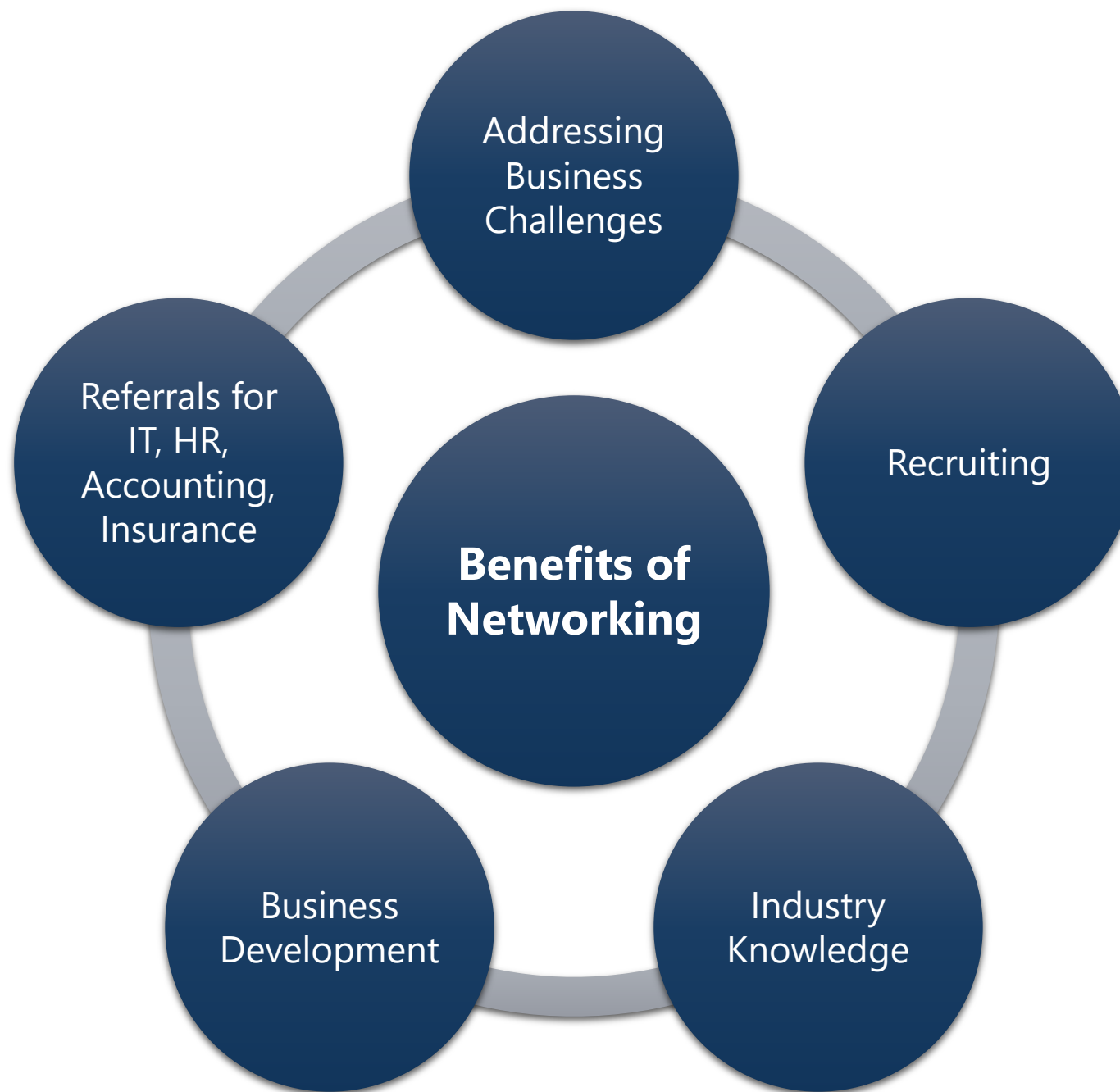
## Business Growth / Sales

- Get to know clients
- Know about work before your competitors
- Talk about industry trends
- Collaborate with industry partners
- Today's competitor is tomorrow's partner



# Project Execution





# PERSONAL NETWORK MANAGEMENT



**TOOLS**



**TRACKING**



**FREQUENCY**



**WAYS TO ENGAGE**

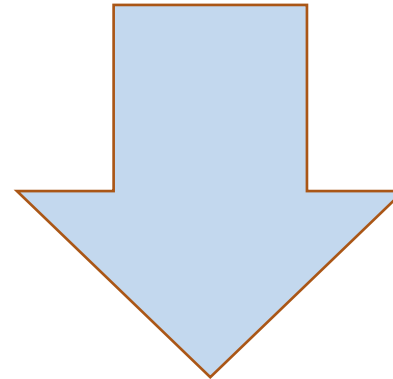


**How do I  
grow my  
network?**

- Actively Manage
- Prepare
- Mindset
- Provide Value



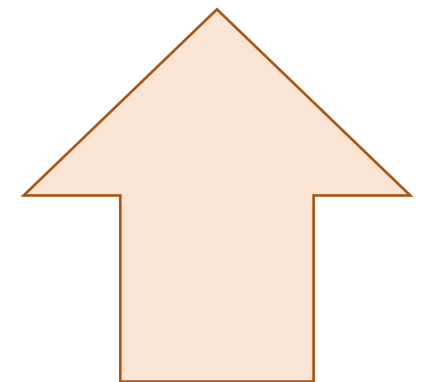
**How do I  
leverage  
my  
network?**



What does it mean  
to leverage?



How do you make  
it work for you?



A photograph of a business meeting in progress. In the foreground, a wooden conference table is set with a laptop, a water bottle, and some papers. In the background, several people in business attire are standing and talking. The scene is brightly lit, likely by a window.

# ACEC &

# NETWORKING

- Access to decision makers and policy makers
  - Board of Directors
  - Committees
  - Participation in Events
    - National
    - State
    - Local
- ACEC provides opportunities to expand your network
- Brand exposure for both you and your business
- Get to know other business and professionals



# Let's Talk

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