



Networking 101

Best Practices for

Professional Networking

8/24/22

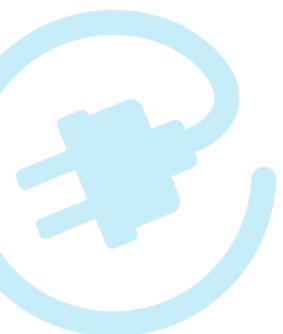
Renewable Energy Alliance - Houston

My Experience

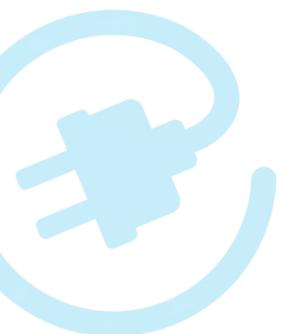
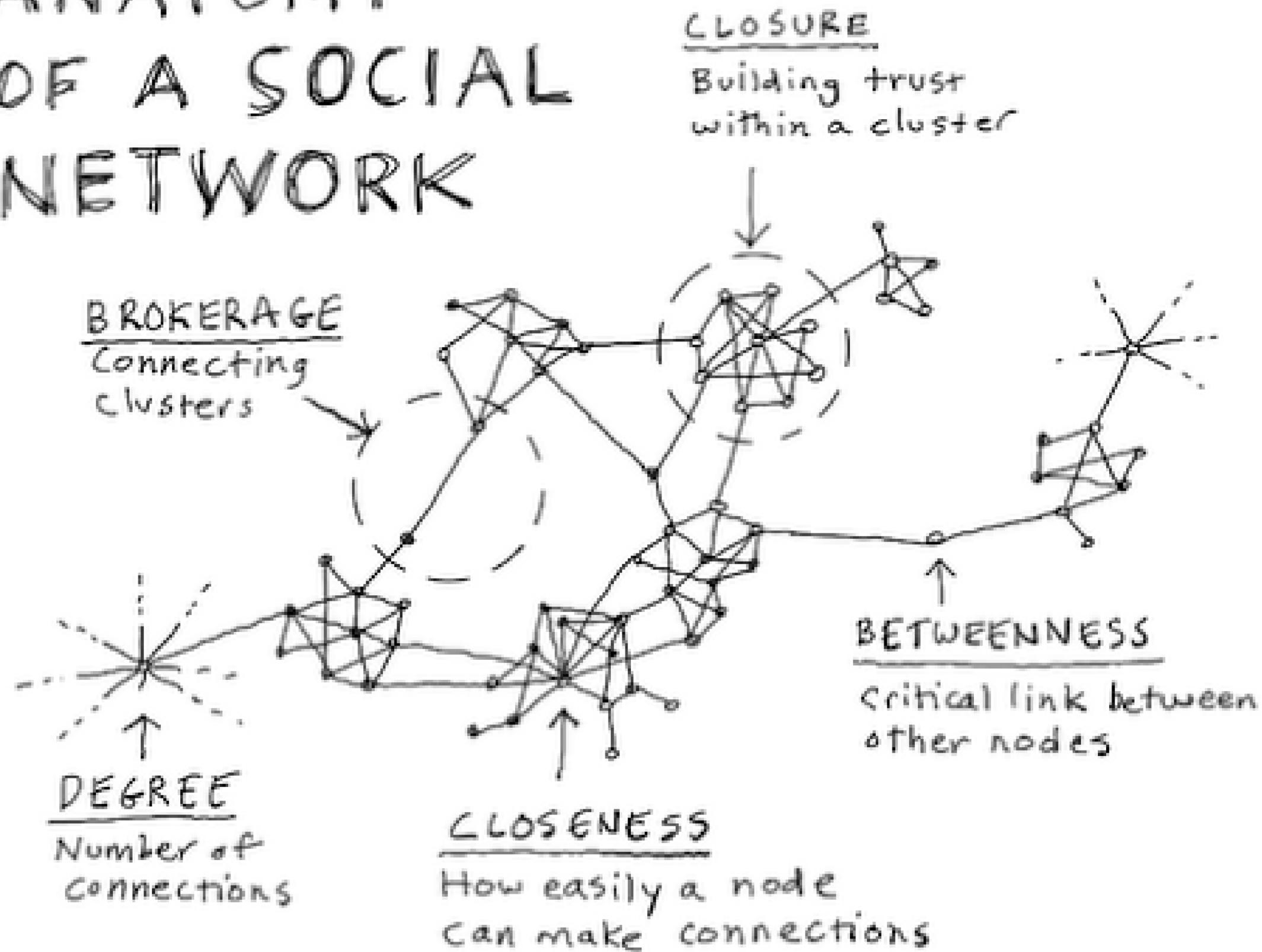
- Military Officer
- Small Business Owner
- Non-Profit Executive
- Startup Advisor
- Renewable Energy Executive

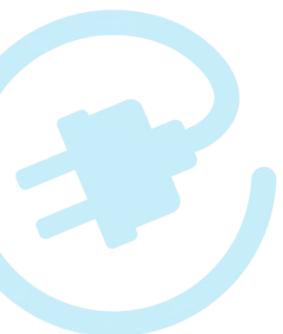
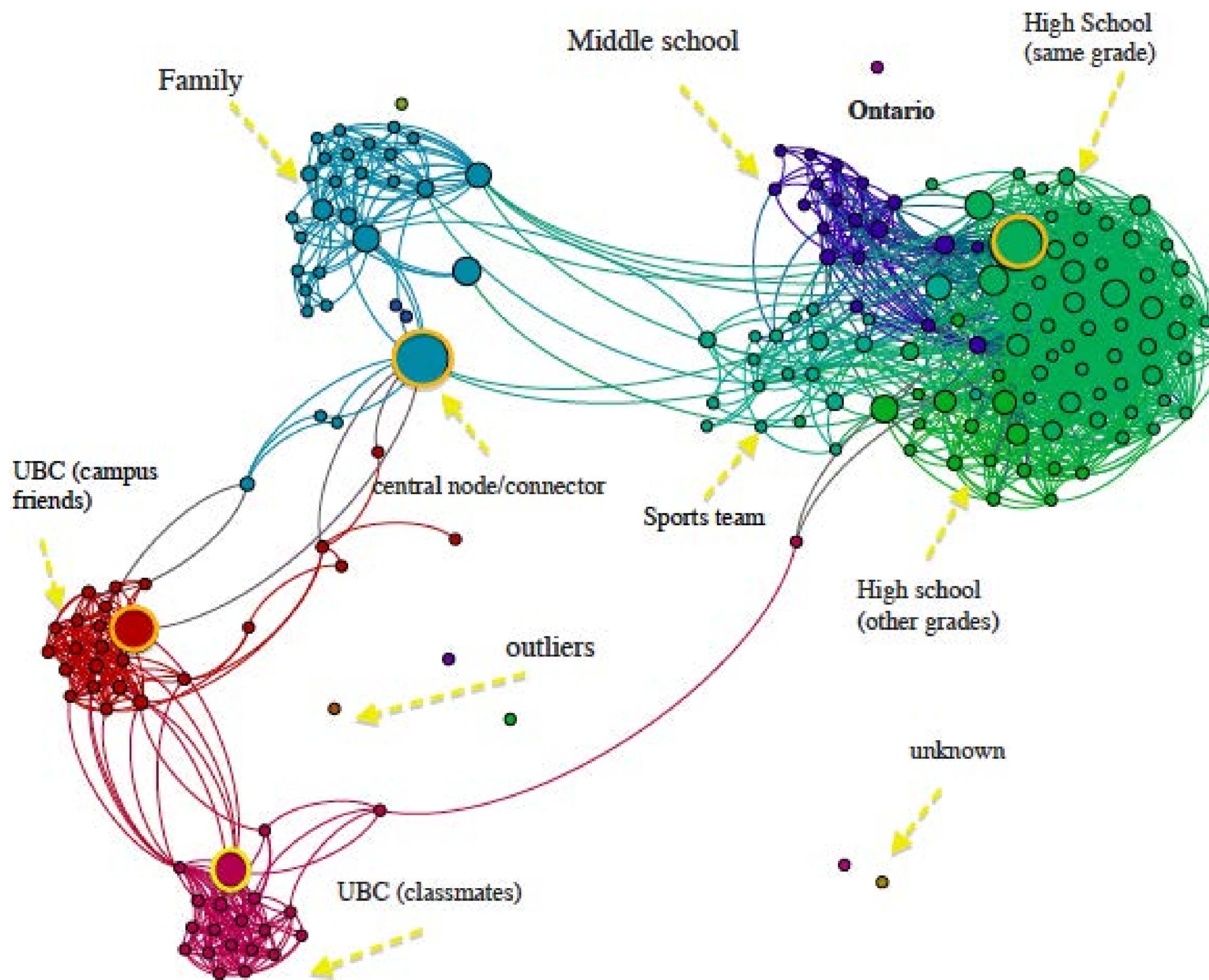


Kevin Doffing, TEDxSugarland

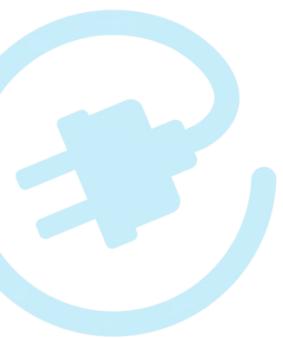
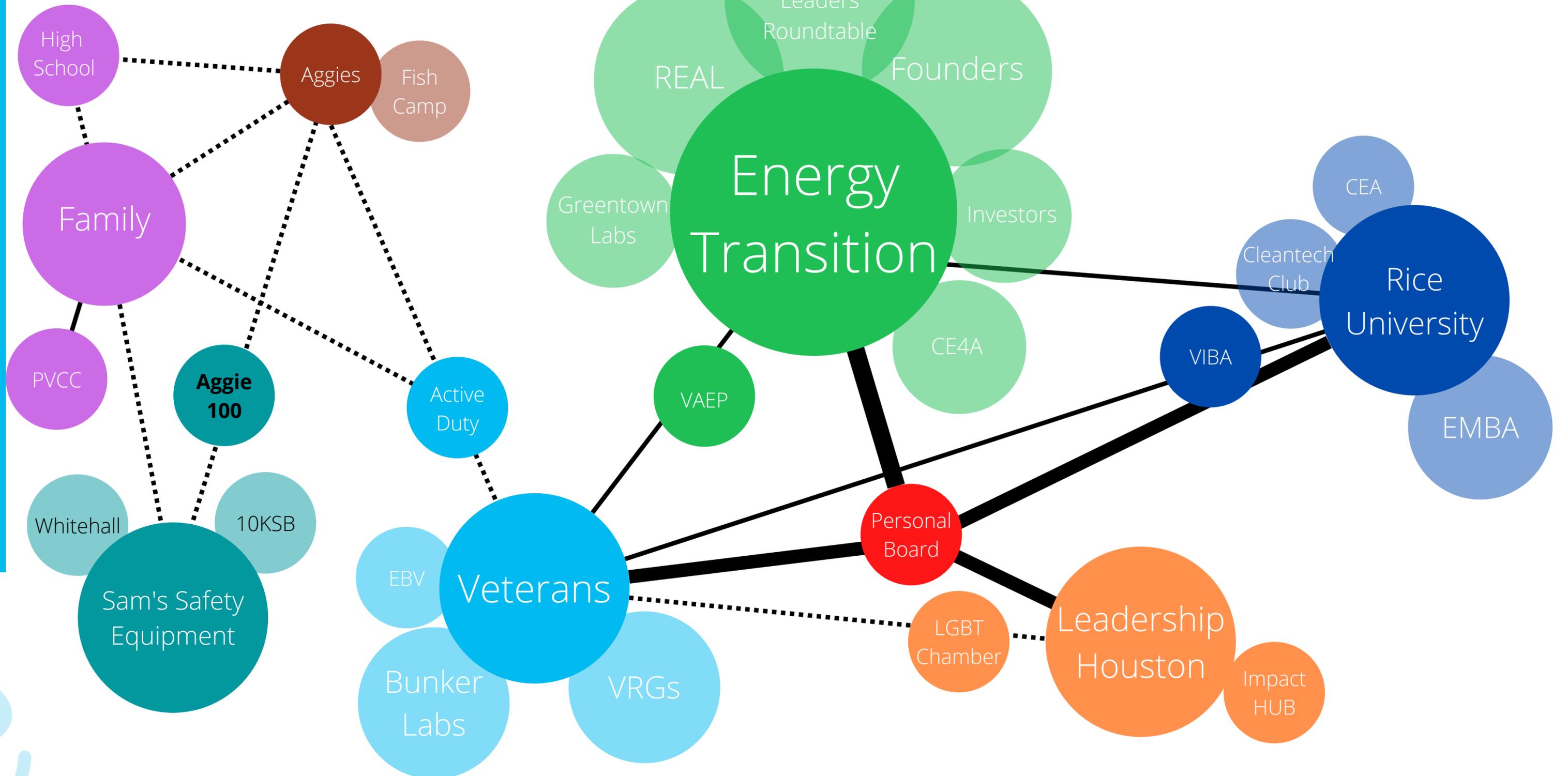


ANATOMY OF A SOCIAL NETWORK



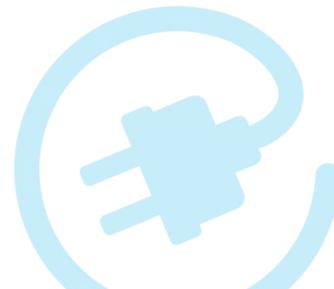


My Network



Personal Board

- 1 Governance
- 2 Strategic Alignment
- 3 Critical Feedback



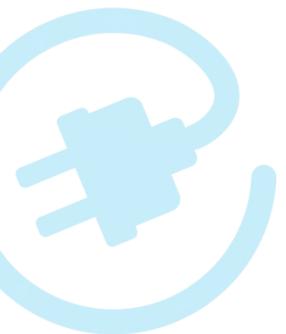
Accessing New Networks

- 1 Redefine
- 2 Connect
- 3 Help



Redefine Your Story

- 1 Happy Hour Intro
- 2 Curiosity > Competence
- 3 Projects > Titles



Talent Stack

Scott Adam's Skill Stack

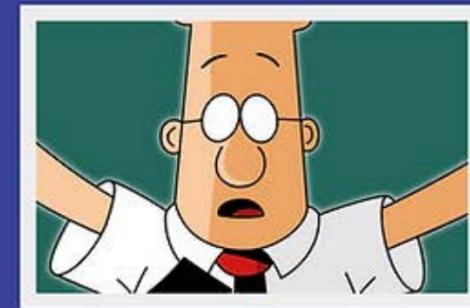


Illustration (B+)

Humor (B+)

Writing (A-)

My Talent Stack

Making Connections (A-)

Asking Questions (A-)

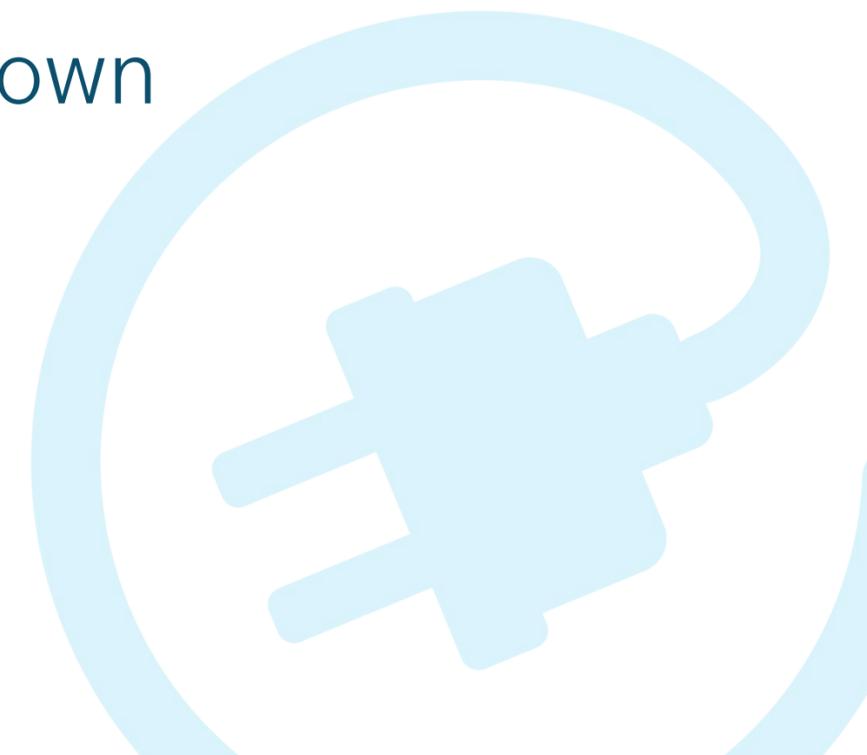
Leadership (B-)

Public Speaking (B+)

Connect

Courage starts with
showing up and letting
ourselves be seen

-Brene Brown

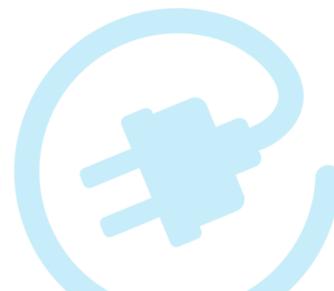


Practice

2 Minutes

Happy Hour Intros

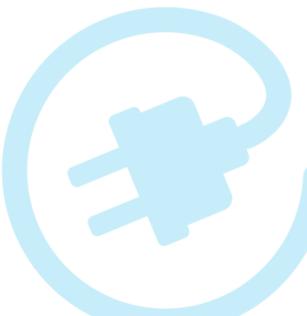
Ask your neighbor, "What do you do?"





Intelligence follows curiosity.

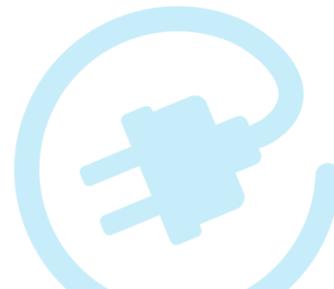
-James Clear



How Can I Help?

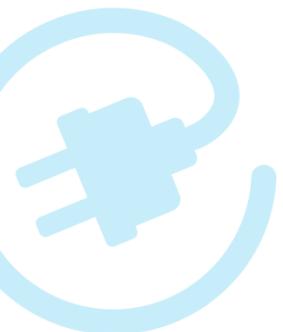
Helping others is the
way we help ourselves

-Oprah Winfrey



Follow Up

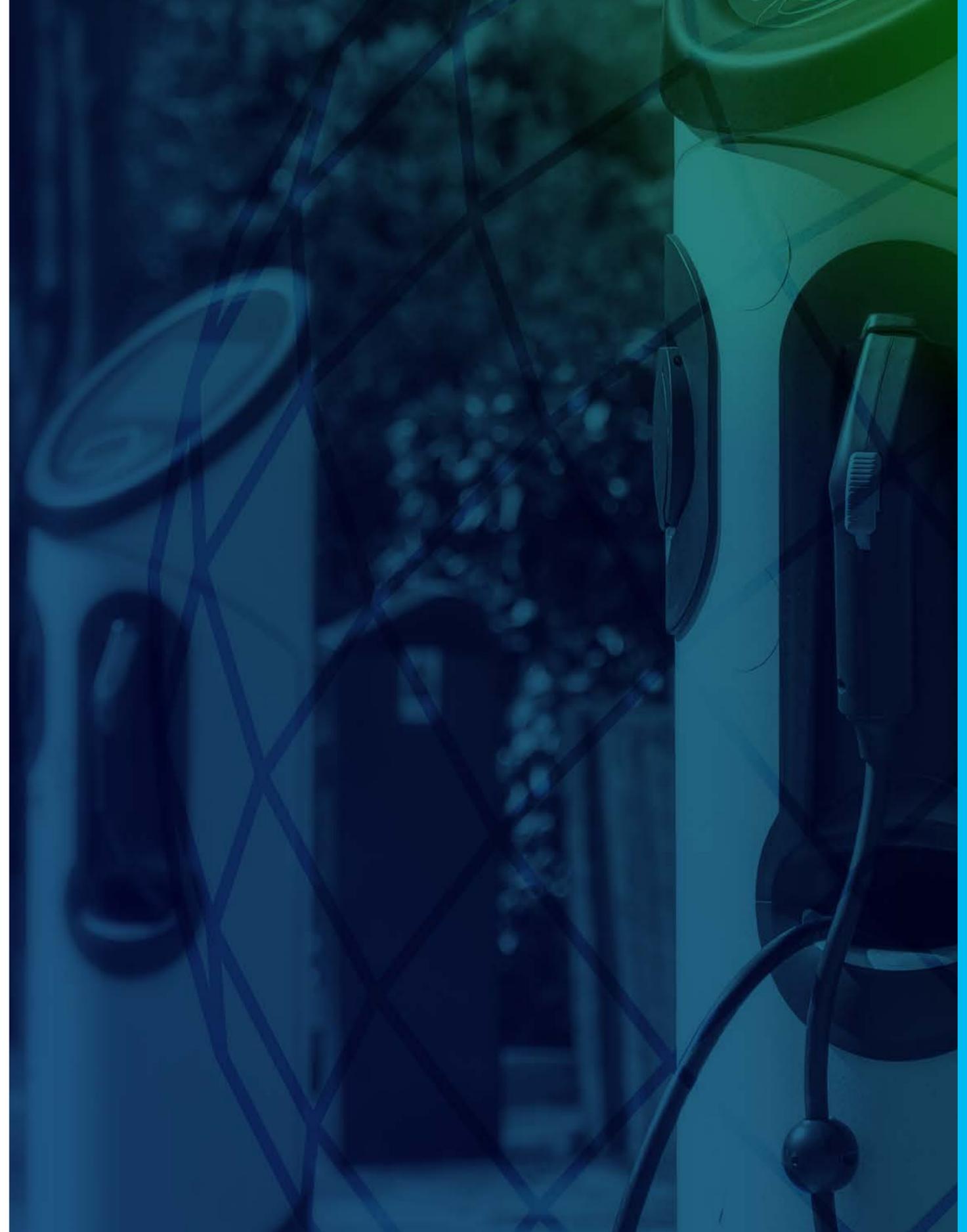
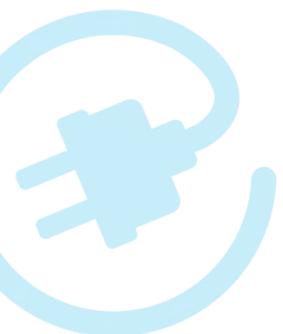
- #1 failure in sales is the 1st follow up
- Underpromise and overdeliver
- Stay in touch (without an ask)



Say Yes!

Say "Yes", then figure out
how to do it.

-Tina Fey



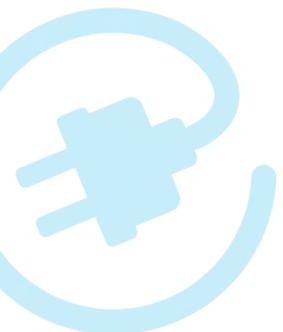
Best Practices

- Only Ask for 1 Referral
 - The Efficiency of Events
 - Ask a Question, Don't Tell a Story
 - Make 3x Connections
 - Friends not Mentors
 - 3x People You Play Tennis With
 - Hot Letters
 - Google Alerts + LinkedIn
-



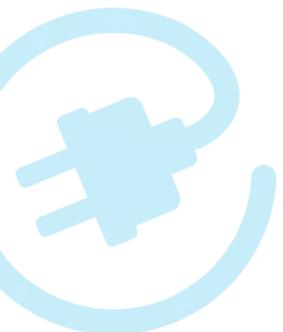
Systems Recommendations

- Relatable.one
- Bullet Journal
- Family Calendar
- Calendly.com
- Productive



Book Recommendations

- Atomic Habits
- How to Win Friends & Influence People
- Simple Path to Wealth
- 4 Hour Work Week
- The One Thing
- Never Split the Difference
- Creating Climate Wealth
- Obliquity



How Can I Help You?

Let's Connect on LinkedIn



Relatable (Beta Testing Waitlist)

<http://www.relatable.one/signup?via=kevin>

Code: FRIEND