



LULAC presents:

“Networking Your Way to Success”

Thursday, September 21, 2017

*Presented by: Cynthia D. Dunn, Director
Internal Revenue Service (IRS)
Tax Exempt and Government Entities Division
(TEGE)
Equity, Diversity and Inclusion (EDI)*

About Me



- Cynthia “Cin-dee” D. Dunn, Director, Internal Revenue Service (IRS), Tax Exempt and Government Entities (TE/GE), Equity, Diversity and Inclusion (EDI)
- Direct Report to the TEGE Commissioner
- Longest serving EEO/EDI Director for IRS (2004)
- 37+ Year Federal Government Employee
- EEO/EDI/Diversity/Civil Rights Field since 1992
- Life Memberships: BIG, FAPAC, FEW, & SAIGE
- Member of IMAGE, DiG, and most IRS Internal Employee Organizations
- Proud Mother and Grandmother



My Federal Government Career

1980 – 1983

United States Department of Agriculture (USDA) (GS-1 to GS-3)

1984 – 1991

Department of Defense (DoD),
Department of the Army (GS-3 to GS-5)

1991 – 1998

USDA (GS-5 to GS-12)

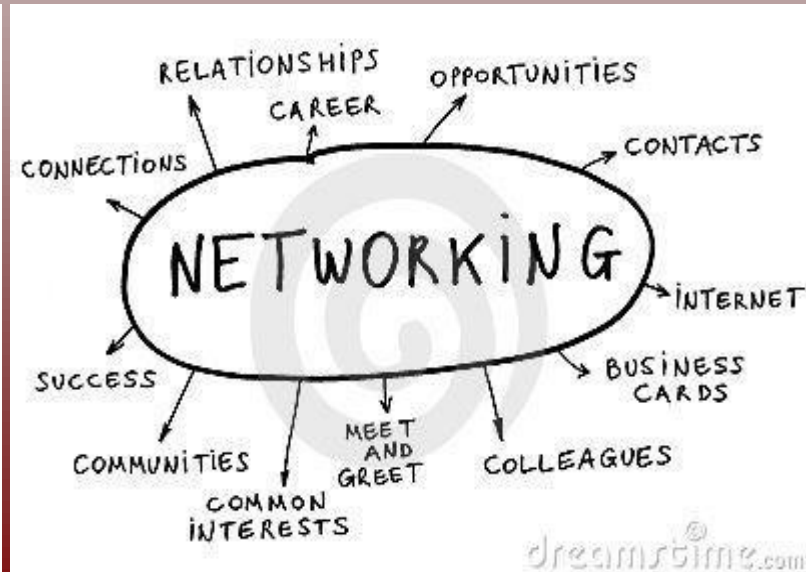
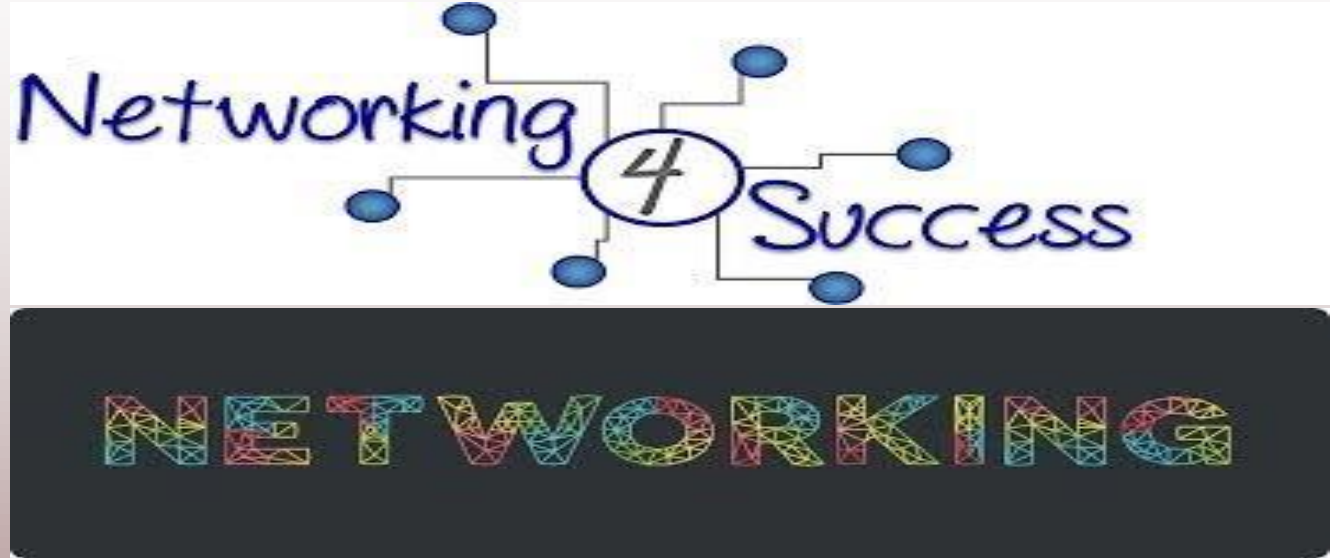
1998 – 2000

Export-Import Bank of the U.S.
(GS-13)

2000 – Present

Internal Revenue Service
(GS-13, GS-14, GS-15 to Senior
Manager IR-01)

Have You Established Your Network?



Definition of Networking

Networking: net·work·ing.

Networking is **defined** as the act of making contact and exchanging information with other **people**, groups and institutions to develop mutually beneficial relationships, or to access and share information between computers.

Networking Bingo – Opening Exercise

- Directions: Go around the room and network with individuals. Find someone that fits the various descriptions in the blocks above. If someone fits the description, have them to sign their name in that particular block. A person can only sign one of your blocks. You must complete a row horizontally, vertically, or diagonally to win NETWORKING BINGO. The first one to call out NETWORKING BINGO is the winner.

Networking Quote

“The opposite of networking is NOT working.”

- Unknown

Networking...

Is about doing what your mother told you to never do...talk to strangers. It's like playing host at someone else's party. At a professional/business level, it's about learning about other people and finding the links that you have with them.

8 Tips on How to Network

- Figure out who matters most
- Pick your next tier
- Find easy ways to engage everyone else
- Be intriguing
- Think people, not positions
- Give before you ask
- Be generous

10 Networking Tips for People Who Hate Networking

- Enhance Your Business Card (10)
- Volunteer (9)
- Arrive Early (8)
- Choose a Magic Number (7)
- Organize the Event Yourself (6)
- Be Interested, Not Interesting (5)
- Follow Up (4)
- Use Social Media to Get Face Time (3)
- Get an Adult (2)
- Go Viral (1)

Networking Quote

“When you’re surrounded by people who share a passionate commitment around a common purpose anything is possible.”

- Howard Schultz
- Executive Chairman of Starbucks

Tips to Survive Your Next Networking Event

- Be yourself – Don't try to be the person you think others want to meet.
- Set reasonable expectations – Understand what you are there to do
- Take notes – Write on the back of business cards the specifics of the person
- Introduce yourself to the organizer – Great way to find out more about the organization, they can point you to the other people you may need to know
- Treat everyone like friends – Build a rapport and trust

Networking Exercise – Finding Our Commonalities

Pair Share: Pair off with someone you don't know

- Find 3 things that you have in common but which are not obvious
- You will have 5 minutes to discuss and then report out

10 Top Networking Strategies

Build your network muscle

Develop Thick Skin

Be Nice to Everyone You Meet

Be Giving

Grow Your Relationship Database

Communicate

Keep it Simple

Build Rapport

Set Goals

Access Available Resources

Networking Quote

“One of the best ways we network is through personal interaction and building relationships.”



Exercise - Develop a Networking Plan... Things to Consider

- Create a table that lists your strengths and weaknesses
- Next to each item, write the name of a person that possess that quality
- Develop a plan to meet with the individual (include timeframes)
- Schedule meeting and ask for mentoring to enhance your weaknesses
- Schedule a follow-up to check on progress

IRS-AIM Career Assistance Mentoring Program (CAMP)

CAMP Objectives

1. Month 1: Self-Assessment
2. Month 2: Self-Awareness
3. Month 3: Self-Development
4. Month 4: Time Management Skills
5. Month 5: Presentation Skills
6. Month 6: Shadowing Assignment
- 7. Month 7: Networking Skills**
8. Month 8: Job Application Writing Skills
9. Month 9: Interviewing Skills

Networking Quote

“Networking means the act of exchanging information with people who can help you professionally.”

- Michele Jennae

Networking Towards Leadership Success... 10 Tips on How to Become a Good Leader

- Keep Your Word
- Be Fair and Respectable to All
- Be a Good Communicator
- Be Flexible
- Be Organized
- Delegate
- Set an Example
- Be Consistent
- Give Praise
- Ask for Help

How Can You Acquire Networking Skills?

- Enroll in your agency's Training Programs (ELMS, FLRP, SLRP, XR, XD)
- Include Networking Activities in your CDP/IDP (ask for developmental details, shadowing assignments, identify a Networking course)
- Books 24x7 (Lead and Learn 24x7)
- Seek Mentoring Programs

Career Networking Quote

“Your network is the people who want to help you - and you want to help them - and that’s really powerful.”

- Reid Hoffman

Funny Networking Quote



Exercise – Let the Networking BEGIN!

- How many people have you met so far during this training program?
- Did you collect any business cards?
- What other ways did you make contact with others?
- Did you hand out any business cards?

Questions



Contact Information

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