

**2015 INDIANA SAFETY AND
HEALTH CONFERENCE & EXPO**

MARCH 16-18, 2015 INDIANA CONVENTION CENTER, INDIANAPOLIS



Planting the Garden: Career Roundtable on Networking


Presented By:

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Founder and Principal - mpr group

“We’re small but we’re BIG on you!”™

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Areas of Focus

Welcome and Introductions

Expand Your Networking Contacts and
Meaningful Connections

Opportunities For You To Be More Efficient
And Serve Others

Enhance Your Personal Brand



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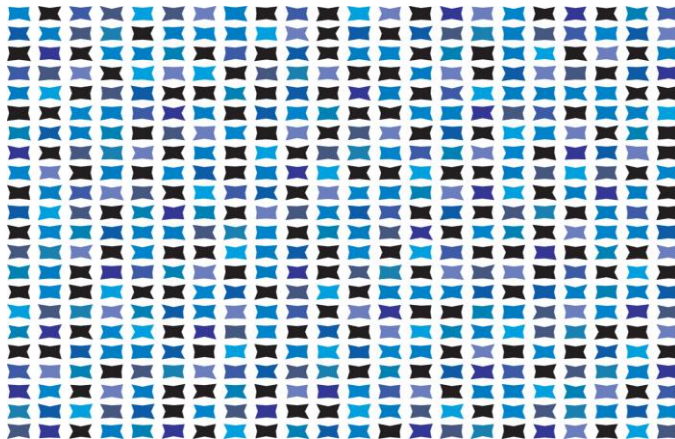
Personal Philosophy

- **Expand Your Horizons**
- **Excellence Without Excuses**
- **The Most Important Things In Life Don't Happen At Work**



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THE MOSAIC OF DEVELOPMENT



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Safety Health and Environmental Professionals

Save Lives



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The Starting Line

- We need to be aware of our strengths and developmental opportunities
- How readily can we adapt to new situations



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There is a price to pay in order to
accomplish your dreams and
aspirations...

BUT there is a greater price for not
pursuing your dreams and
aspirations



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2 Ways to Solve A Problem

- Analytical
- Creative



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SO
WHAT!!!



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What Is Your Job?



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Job Number 1

- Advocate for the Profession – FIRST
- Understand Issues Globally
- Pursue Advancement of the Profession and Ourselves



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We Must Become



The Change
That We Wish

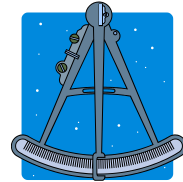


To See In The World



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We Must Never
Loose Sight of
the Needs of Others



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Sell This Pen



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Steps In Preparing A Garden

Take Stock of The Environment



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Steps In Preparing A Garden

Identify Which Plants
Will Best Fit The Environment



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Steps In Preparing A Garden

Maintain A Watchful Eye



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Steps In Preparing A Garden

Be Flexible Enough To Make Changes



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3 Networking Essentials

- An awareness of our strengths and weaknesses
- The reality that we need to be flexible and adapt to changing situations
- We need to understand the needs of others



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Developing Your PERSONAL BRAND

- Understand What You Present To Others
- Market and Sell Your BRAND With An Eye On The Bigger Picture
- Manage The Relationship
- Understand That Change Is A Constant



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3 Things Your PERSONAL BRAND Conveys

- Your Standards
- Your Values
- Your USP (unique selling proposition)



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Networking Phases

- Planting the seed or establishing the connection
- Tending the garden or nurturing the relationship



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Promoting The Profession

- Grow Demand
- Promote Professional Development
- Exercise Leadership
- Believe in Ourselves



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Networking Tips To Remember

- Always have your business cards
- Opportunity exists everywhere
- Be versatile and adaptable
- Be a life-long learner
- Join professional associations
- Develop a board of mentors
- Take on new challenges
- Get out there – present as often as you can
- Be the best
- Be great
- Global and local
- Be happy
- Have FUN!

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Questions and Answers

THANK-YOU


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