

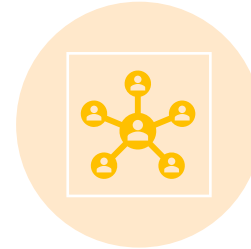
# Call #2 – Networking & Building Relationships



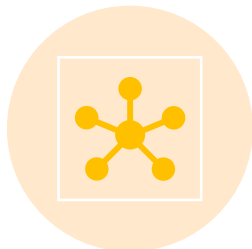
# Agenda



Introduction to  
Networking & Why It  
Matters



Types of Relationships  
& Connections



Strategies for Building  
Genuine Connections



Tips for Maintaining  
Relationships Over  
Time



Breakout Questions



Overtime

# Introduction to Networking & Why it Matters

- Networking is a **two-way street**: connecting, sharing experiences, and offering support.
- Open doors to new **career opportunities** & professional growth.
- Provide access to **diverse ideas, perspectives, and advice** for personal development.
- Remember: **Every conversation is an interview.**



# Types of Relationships & Connections

- **Professional vs. Personal Networks:** Understand the value of both in achieving balance and growth.
- Importance of mentors, peers, and mentees
  - **Mentors:** Trusted advisors offering guidance and wisdom.
  - **Peers:** Teammates, classmates, fellow student-athletes.
  - **Acquaintances:** Casual connections that may lead to unexpected opportunities.
  - **Mentees:** Individuals you guide and support, helping them grow while solidifying your own knowledge and leadership skills.



# Strategies for Building Genuine Connections

- Be **Intentional** - Approach relationships with purpose and clarity.
- **Show up** and be **Present** - Engage fully in every interaction.
- **Give** before you Take - Offer value to others without expecting immediate returns.
- **Stay in Touch** - Maintain and nurture relationships over time.
- Be **Authentic** and **Grateful** - Be genuine in your interactions and show appreciation.
- Ask the **Right Questions** – Thoughtful questions foster conversations and genuine interest in others.



# Tips for Building Relationships Over Time

- **Consistency is Key:** Regular communication strengthens connections.
- **Celebrate Milestones:** Acknowledge birthdays, achievements, and personal successes.
- **Be a Resource:** Share knowledge, advice, or connections when opportunities arise.
- **Adapt to Change:** Relationships evolve – stay flexible and open.
- **Invest in Quality:** Focus on meaningful relationships rather than quantity.



# Breakout Session Questions

- When it comes to maintaining relationships, what do you find works best for you? Are there any strategies you've developed?

## Challenge Questions

- What's one relationship you've maintained over time, and how has it impacted your life or career?
- Can you share an example of how you've given value to someone in your network? How did it shape your connection?
- What's one connection or networking opportunity you'd like to create in the next year?



# Group Reflection

Time to share!





# Group Reflection

When it comes to maintaining relationships, what do you find works best for you? Are there any strategies you've developed?



# Group Reflection

- What's one relationship you've maintained over time, and how has it impacted your life or career?
- Can you share an example of how you've given value to someone in your network? How did it shape your connection?
- What's one connection or networking opportunity you'd like to create in the next year?



“Overtime”



Open Discussion / Q&A

