



# THE CIO LEADERSHIP EVENT

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**CIO Executive Council**

Leaders Shaping the Future of Business

**Accelerating the IT/Business Opportunity**

# The Conference Networking Catalyst

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# A Top Reason For Attending...



# Too Many Choices



# Why Networking Matters

- All opportunities come from people
  - Your career depends on it
    - Finding new employees
  - Future success for you or your company might come from someone in this room

# Some Assembly IS Required



# The Power of Hello

- Talk to others – Break free from friends
  - Be curious about people
  - People do business with those they know, like, and trust

# Find Two People You Have Never Met

- Name
  - City
- Company
- One thing of interest



# Discover What Interests Other People

- Ask questions
  - Why did they attend?
  - Focus outside yourself

# Your iPhone or Blackberry Is NOT Your Friend

- Do not spend breaks checking email
- If you are shy, do not hide

# Be A Connector

- Introduce new people to those you already met
  - Invite people to join you
- Do not hang out with people from your company or other long-time friends

# Have Fun

- Meeting people is interesting
  - Spouses should network separately and together
  - Meet new people at each break, meal and event

# Follow Up

- Get their business card
- Own the follow up when you get home
  - Discover their online presence
  - Do not link too quickly

# Get Out There And Connect!!!

- Sit with different people at every session and event
- Avoid your current co-workers
  - Be inclusive
  - Ask others to help you network

# THE END

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