

ACP
WOMEN'S MENTORING PROGRAM

THE ART OF CREATING MEANINGFUL
CONNECTIONS

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THE ART OF CREATING MEANINGFUL CONNECTIONS

INTRODUCTION: *WHO AM I, WHAT I DO*

How many of you connected with someone outside of your office or family?

Phone call, Lunch date or Coffee date?

Unal story

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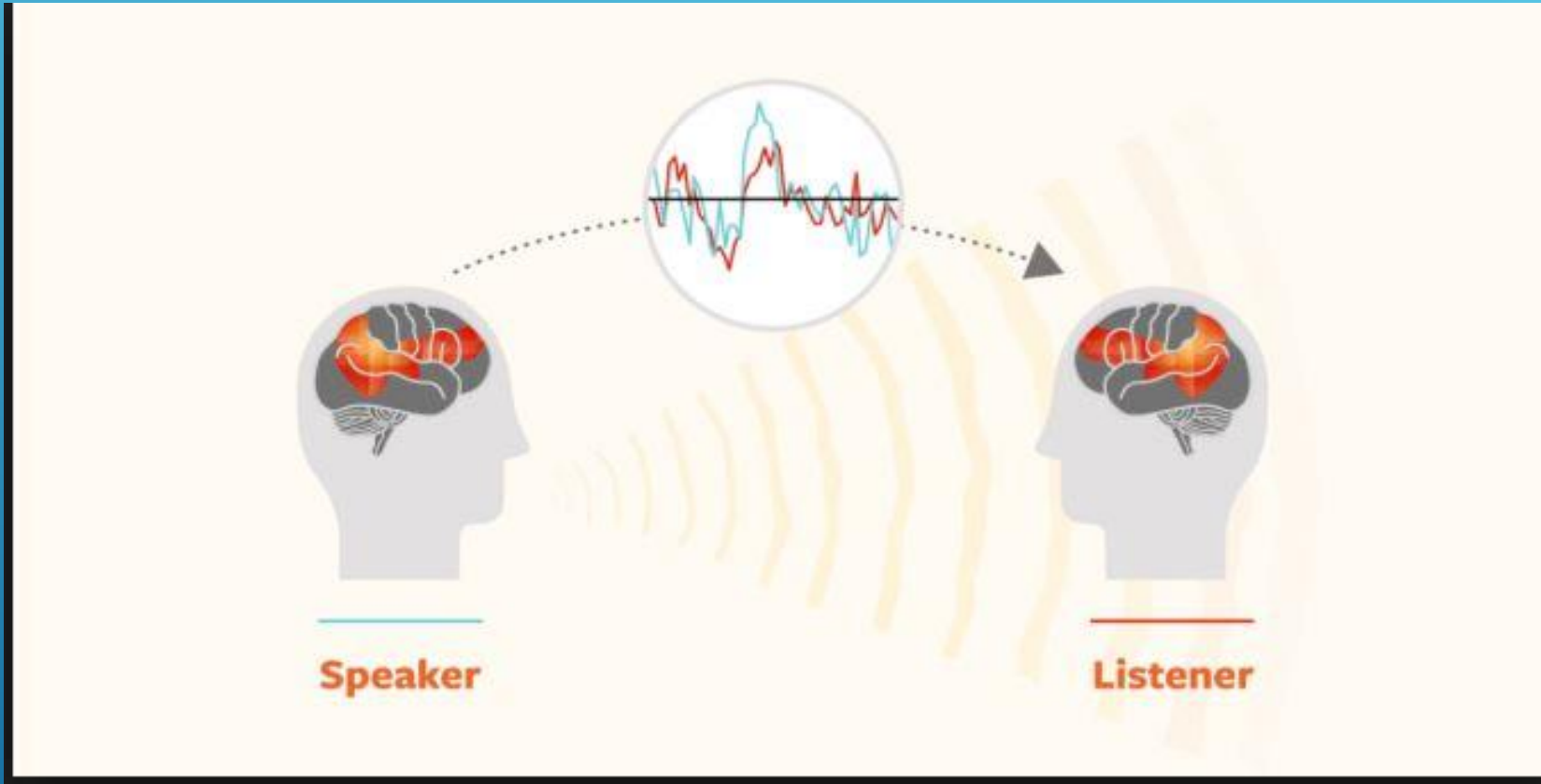
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Images for networking




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HOW TO CREATE MEANINGFUL CONNECTIONS:

Greet each person with an openness to learn more about that person, a willingness to help, and an effort to stay connected

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STEP 1: Greet each person with an openness to learn more about that person

- ▶ Know who you are talking to beforehand (When possible)
- ▶ Be genuinely curious and ask open ended questions and then LISTEN



1-Greet each person with an openness to learn more about that person

Know who you are talking to beforehand (When possible)

Why? *Commonalities, interests, background*

How? *Power of LinkedIn and other social media platforms*



JUN 5



Christophe Jean • 6:44 PM

Hi Isilay, I would like to get some advice on how a minor in finance can be helpful in my career. I would like to have you as a mentor if possible.

JUN 6

1-Greet each person with an openness to learn more about that person

- ▶ Be genuinely curious and ask open ended questions and then LISTEN

What are open ended questions?:

- Where, what, who, when, why, tell me, describe
- Can not be answered with short YES and NO
- Thought provoking

1-Greet each person with an openness to learn more
about that person

Be genuinely curious and ask open ended questions
and then LISTEN

Why? *Slowing down, allowing for silence, being totally focused on someone else creates a different kind of talking, a different kind of listening, and a different kind of relationship.*

Listening:

- Makes the person feel important*
- Builds trust*
- Shows we care and*
- Helps the other person listen more*

1-Greet each person with an openness to learn more
about that person

Be genuinely curious and ask open ended questions
and then LISTEN

*I've learned that people will forget what you said, people will forget what
you did, but people will never forget how you made them feel.*

Maya Angelou

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1-Greet each person with an openness to learn more about that person

Be genuinely curious and ask open ended questions and then LISTEN

How?

- ▶ *Listen with your whole body (face the person, use eye contact and be still)*
- ▶ *Listen with no judgment*
- ▶ *Do not listen for agreements or disagreements*
- ▶ *Be aware of yourself when drift and pull yourself back to the conversation*
- ▶ *Make verbal ques to say you are listening :things like I see, I understand etc.*
- ▶ *Reframe what they say and ask open ended questions*

1-Greet each person with an openness to learn more about that person

Be genuinely curious and ask open ended questions and then LISTEN

Exercise 1


Open-ended Question Challenge

- ▶ *Begin by asking your partner an open-ended question (what, where, when, why, how). When you get your reply, you must follow-up with another question. Form 5 open ended questions.*


2- Willingness to help

Why? *50% vs 100%*

How? *can I serve this person?*

- ▶ *If you listen you get to hear the needs, likes, challenges*
 - ▶ *Connect them someone you know would be beneficial to both parties*
 - ▶ *Volunteering*
- 
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3- Effort to stay connected

- ▶ *Business cards (do not give unless asked)*
 - ▶ *Always Follow Up (24 hrs.)*
 - ▶ *What to say when you connect.*
 - ▶ *Use technology to eliminate technology*
 - ▶ *LinkedIn...birthday, work annv. New position*
 - ▶ *NEW YEAR*
- 
- A decorative graphic consisting of several parallel white lines of varying lengths, slanted upwards from left to right, located in the bottom right corner of the slide.

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Exercise 2

A time you weren't listened to

Think of a time when you felt you weren't listened to (could be work, family, doctors, shopping etc)

We will identify 2 things:

- 1. what the person in the story did that demonstrated non-listening and*
- 2. what impact this had on the speaker*

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Exercise 3

- ▶ *Write the names of three people whom you consider as good listeners.*

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Exercise 3

- ▶ *The three people you have written, come in any one of these categories: liked by you, loved by you or respected by you.*

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Exercise 3

- ▶ *If you are to be liked or loved or respected by others, how should you be?*

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Please share with us

1-one thing you appreciate about the workshop today

2-one thing you have learned

3-One thing you are going to do differently as a result of this workshop

INVITATION FOR THE WORKSHOP ATTENDEES

*CONNECT WITH ME AND MENTION THE
WORKSHOP FOR*

*A TWO HOUR POWERFUL COACHING
EXPERIENCE WITH ME*

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