

Networking Effectively, Walking Into A Room Of Strangers

Tuesday, October 17, 2006

OmniBerkshire 21 East 52nd Street

"Second Generation Dialogue Initiative"

100 Women in Hedge Funds

Objectives

Enhance awareness of each person's individual brand, to leverage ...
who you are, how you want to be recognized and what you wish to be known for,
to build and cultivate a strong network, and sustain this enabling network over time

Deepen knowledge, and begin to build skills of: messaging your brand;
verbal and non-verbal cues sent consciously and unconsciously; following up with and assuring your enabling network

Audience

Women in the first few years of their hedge fund career, all members of 100 Women in Hedge Funds

Content / Evening's Agenda

- Welcome...**Amanda Pullinger**, President of 100 Women in Hedge Funds 6:15 p.m.
- Welcome & Introduction of Presenters...**Cynthia Zeltwanger**, President/CEO of FIMAT USA Inc & Americas Zone 6:20 p.m.
- Introduction to Session...**Wendy Weidenbaum** 6:25 p.m.
Session Objectives, Agenda, Expected Outcomes, Ground rules, Introductions
- Value Proposition...brief presentation / action exercise...**Chris McConnell** 6:35 p.m.
 - Determining your individual strengths, what distinguishes you, what differentiates you from others, what 'Your Brand' is, using & leveraging this knowledge for clarity and purpose in your thoughtful networking, building your enabling network, becoming clear about your stakeholders, ensuring 'Your' goals
 - Understanding 'Your Purpose'...your purpose is your ultimate concern...your focus, basic beliefs, core values when you commit to your current sense of purpose, you discover which themes and values serve as organizing principles for your life today, and you clarify expectations for your future goals
 - all experience and work with 'Purpose Cards' -
- Networking Agenda...short discussion / interactive practice...**Andrea Kantor** 6:55 p.m.
 - Determining and framing your strategy and intention for networking, what you want to achieve from this connection / meeting, what you will plan, how you will realize your goals, what contribution you will make to those you network with
 - Using this knowledge, how you approach, whom you will know better, and whom your intent is to be known by ... introduce yourself to two or three individuals in this community that you don't know and want to know now
 - interactive exercise -
- Making a Good Impression...**Rebecca Hefter** 7:15 p.m.
 - Three V's: 'Verbal'; 'Vocal'; 'Visual'
includes building credibility and trust through rapport, presence, and gestures
 - Skillfully inserting oneself into a pre-existing conversation
 - Introducing colleagues, how to introduce another person using the WEB process: Warm; Enthusiastic; Brief
- Simulated Cocktail Party...**Wendy Weidenbaum** 7:35 p.m.
Practice putting it all together
 - room is split into four quadrants: in the moment coaching; modeling; advising from coaches, in each quadrant -
- Sustaining the Network...**Wendy Weidenbaum** 8:05 p.m.
Debrief of the Cocktail Party, Lessons Learned
Open Dialogue with the Group on Tips & Practices to Keep in Touch,
discussing ways to seek the opportunities to sustain this enabling network over time
Call to Action...giving and receiving, leading to creating your own community of women
- Closing...**Amanda Cain** 8:15 p.m.