

Today's Webinar Presentation

Building a Core Network & Harvesting Opportunities

*Presented by
FEI Dallas Chapter*

September 22, 2020

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CPE Credits

Today's webinar is worth 1.5 Continuing Professional Education (CPE) credits.

To be eligible for CPE credit, you must:

- Answer **at least 5 of the 6 polling questions** (during the webinar) and have a total viewing time of **at least 75 minutes**.
- Participants will receive a CPE notification email when the credits are available. (Typically in 7-10 business days).
- We are unable to grant CPE credit in cases where technical difficulties preclude eligibility. CPE Program Sponsorship guidelines prohibit us from issuing credit to those not verified by the technology to have satisfied the minimum requirements as stated.
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Welcome and Opening Remarks



MODERATOR

Robert Walker

Vice President, Financial Advisor

Merrill Lynch

FEI Dallas Chapter Chair,

Career Management

Introductions



MODERATOR

Cliff Edwards

President

Thomas Edwards Group, Inc.

FEI Dallas Chapter Chair,

Career Management



Building a Core Network & Harvesting Opportunities

The Must Haves:

- Nutrient Rich Soil → Your Network
- Plant Seeds → Your Contacts
- Water → Network Maintenance
- Harvest → Interviews & Job Offers



HastonWilliams
OUR NETWORK, OUR EXPERTISE, YOUR SUCCESS

Debbie Williams Debbie@HastonWilliams.com



-SOIL -PLANT -WATER -HARVEST

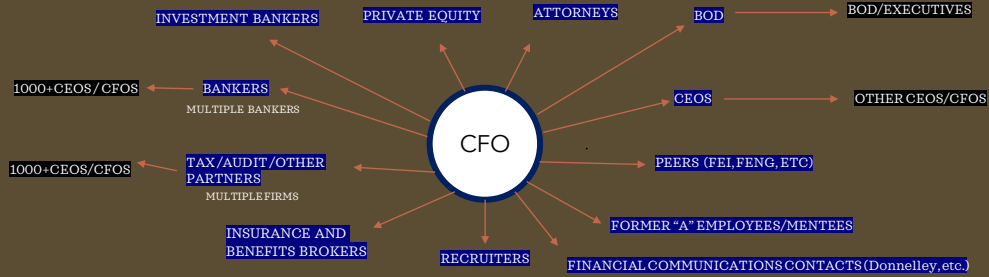
Goals of Our Discussion

- Understand that networking and job search need to be **tangible**.
- Understand **what you can control** and **create metrics** to stay on track.
- Understand that interviews and offers are the **RESULTS** of the process.

What is a Core Network?

~SOIL~

- A core network is a network of contacts that aid you in your current job success and are also the closest link between you and your next job. These are the contacts that have the highest likelihood of introducing you to your next opportunity.
- Example: A small to mid-sized company CFO will have the below core network. Look at the second-generation network expansion!



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Networking Tool

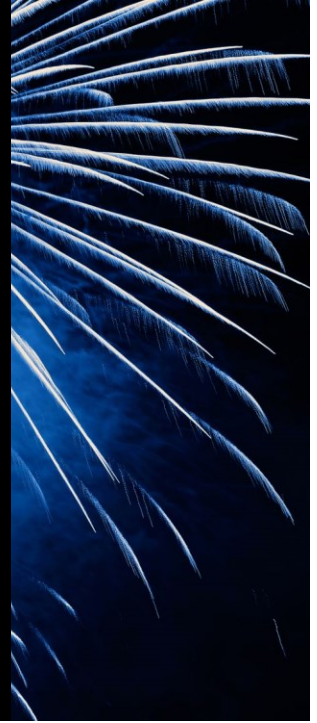
Create Metrics for Success: Contacts, Type of Contact and Maintenance

PLANT SEEDS		RICH SOIL			MAINTENANCE		
Contact Name	Company/Position	Type of Contact	Contact Information	Contact Date	LinkedIn	Action Item	Referral
Jeff Smith	XYZ - CFO	Peer	Email/mobile	9/22/2020		Send thank you follow up + Attach Resume	Debbie Williams Cliff Edwards
Debbie William	HastonWilliams	Recruiter	Debbie@HastonWilliams	9/23/2020		follow up- Jeff Smith Referral	
Cliff Edwards	Thomas Edwards Group	Recruiter	Cliff@thomasedwards.cc	9/23/2020		follow up- Jeff Smith Referral	
		Peer				Congratulations on CFO award	
		Lawyer				industry article - forward	
		Private Equity				Birthday - via LinkedIn	
		BOD				Send update	
		Weaver Audit Ptnr				Schedule catch up call/coffee	
		IMA - insurance/benefits					
		PwC					
		KPMG					
		Banker-Wells Fargo					

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CONGRATULATIONS
on Your New Job !



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ARE THERE ANY QUESTIONS
FOR TODAY'S PRESENTER?

PLEASE ASK YOUR QUESTION IN THE Q&A BOX!

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Closing Remarks



MODERATOR
Cliff Edwards
President
Thomas Edwards Group, Inc.
FEI Dallas Chapter Chair,
Career Management

thank you!

FOR YOUR PARTICIPATION DURING THIS WEBCAST!

VISIT FEIDALLAS.ORG FOR EVENT INFORMATION

CPE Notification Email should be sent in 7-10 days.

For any additional questions regarding CPE, please email **Nancy.Ehlers@feidallas.org**