

2009 WFF Regional Connects



Expand Your Circle of Influence Pre-Work and Event Materials

Build your Network Map: Your Personal GPS

A network map can be thought of just like your own personal GPS. We start out with “YOU” and then we add from there. Creating your Network Map is one way to determine if you have addressed all areas for both your personal and professional development. In thinking about your “network” take into consideration the following roles people play within a network, and consider which role each of your network contacts plays in your own experience:

1. **The Connector:** Is a true people person. They love to open doors and make introductions.
2. **The Information Powerhouse:** Human grapevine. Great resource for ideas, projects, opportunities. These individuals are “linked” in.
3. **The Influencer:** This person is not necessarily high level, but has a natural ability to make things happen.
4. **The Senior Leader Sponsor:** They are your managers peers and above. They have the ability to single you out for special projects, task forces and committees. They are your GROWTH champion.
5. **The Mentor:** Be proactive, ask your mentor to open doors for you and connect you with opportunities.

Networking Map Pre-Work Exercise

Fill in the boxes of your current network. Take some time and think about who/what areas you are missing. For example, have you:

- Listed all internal and external professional contacts?
- Listed friends, family, clergy, school, and other contacts within your personal contact list?
- Are there people who fill the 5 roles detailed above?
 - Connector: True “people person”
 - Information Powerhouse: Human “grapevine”
 - Influencer: Person who gets people on board with ideas/initiatives
 - Senior Leaders – Sponsor: They have the ability to single you out for opportunities
 - Mentor: Special category of senior leader sponsor.

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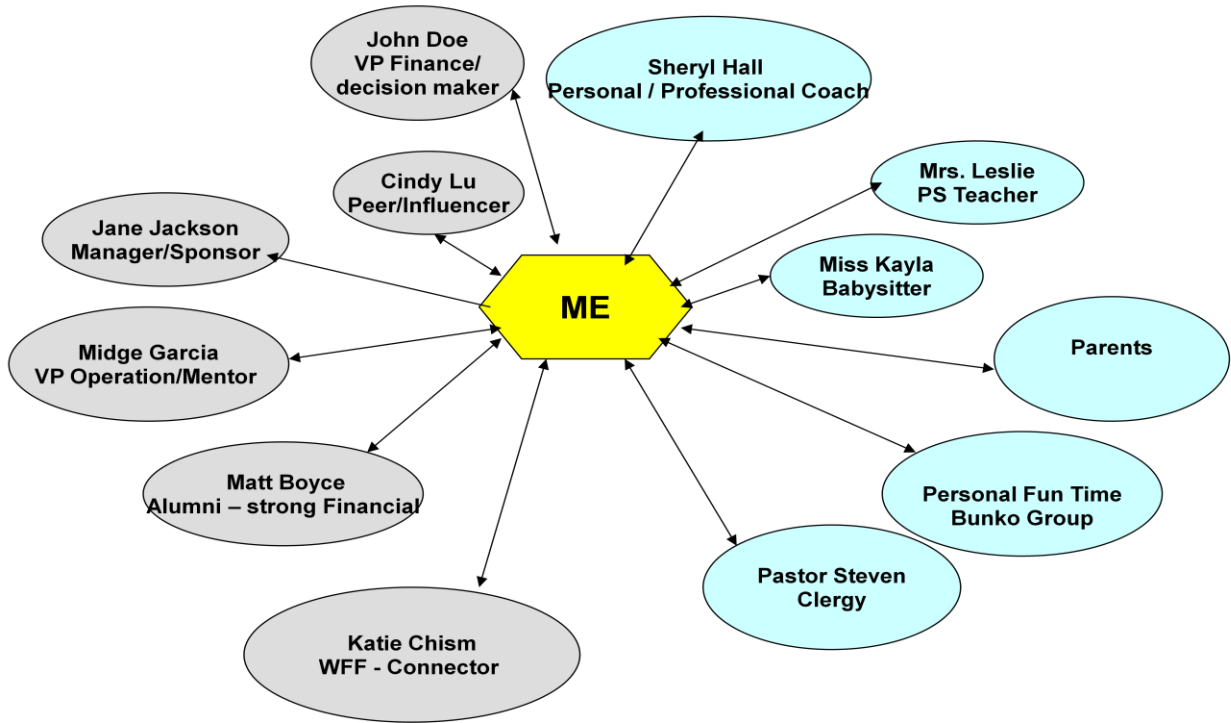
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Professional: Internal & External

(Your corporation, Trade organizations, WFF, alumni)

Personal

(friends, family, clergy, charities, alumni)



Above is an example of what a “first level” network map may look like. You will find both Professional (grey) and Personal (blue) components.

You will find a similar template on the following page. Please spend 10-15 minutes completing your own map that reflect what your current network looks like (current state). During the Regional Connect events, we will share insights with you that will enable you to identify the gaps in your current state, and draft what your optimal network (future state) should look like.

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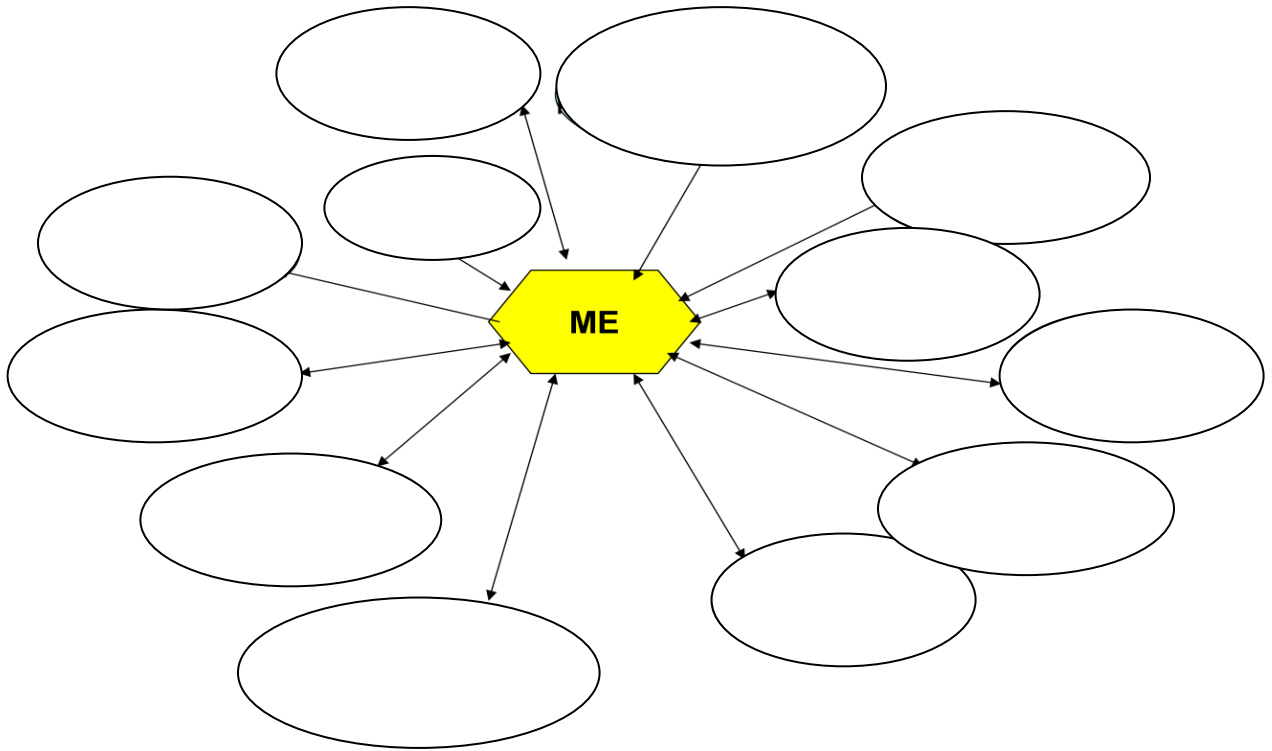
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Key Take-Aways

- Networks are a powerful tool in ensuring that your personal and professional lives flourish.
- Networking takes time and commitment – Follow through.
- What can you do during this year's Regional Connect event?
 - ✓ Find 2 people you know but that do not know each other and facilitate that linkage to grow your network and theirs
 - ✓ Find someone in the functional area you know the least about
 - ✓ Find someone from outside the Food Service Industry and find out what you can learn from their industry that will work in yours

Additional Resources of Networking Information

- Books
 - ✓ *Million Dollar Networking* by Andrea Nierenberg
- Training
 - ✓ Purchase audio copies of WFF's Summer Leadership Series - a unique three-part series of professional development webinars designed to Leverage the Power of your Personal Brand by Enhancing Your "Virtual Presence" through Social Media.
 - Everything You Want to Know About Using Social Media (But Were Afraid to Ask)
 - Mapping a Smart Online Professional Network to Advance Your Career
 - Become a Thought Leader: Using Social Media to Establish and Elevate Your Personal Brand

Each session is available for purchase at a rate of \$69 for WFF members, and \$79 for guests. To order, call the WFF office at (952) 358-2100.

- WFF-Member Only Resources
 - Available via WFF's website (www.womensfoodserviceforum.com)
 - ✓ Leadership Competency Assessment / Executive Leadership Competency Assessment
 - ✓ Access to WFF's Membership Directory
- Look for the Women's Foodservice Forum online:
 - ✓ Join the Women's Foodservice Forum group on LinkedIn
 - ✓ Follow us on Twitter: #WFFHQ
 - ✓ Become a friend or fan on Facebook:
<http://www.facebook.com/pages/Womens-Foodservice-Forum/107563351257>

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