



No Big Wins

Sioux Falls Area
Postal Customer Council

Mark M. Fallon
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A “big win” is a singular,
positive event that has a significant and
long-term impact on your life.

Learn the Little Lessons.

Good Ideas Come From Anywhere.

“I remind myself every morning: Nothing I say this day will teach me anything.

So, if I'm going to learn,
I must do it by listening.”

Larry King

Defend Your People.

“Success is the result of perfection, hard work, learning from failure, loyalty to those for whom you work, and persistence.”

General Colin Powell

Be Honest With Your People.

“No matter what accomplishments you achieve, somebody helps you.”

Althea Gibson

Network in Your Own Organization.

“Your power is almost directly proportional to the thickness of your Rolodex, and the time you spend maintaining it.”

Tom Peters

Know What You Want.

“A leader is one who knows the way, goes the way and shows the way.”

John Maxwell

There Are No Shortcuts.

“Nothing worthwhile comes easily....Work, continuous work and hard work, is the only way to accomplish results that last.”

Hamilton Holt

Cherish Today.

“In the depth of winter, I finally learned that within me there lay an invincible summer.”

Albert Camus

Cherish Today.

“When we focus on our gratitude, the tide of disappointment goes out and the tide of love rushes in.”

Kristin Armstrong

Learn the Little Lessons.

Love the Little Lessons.

Love your life.

Questions?

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The Power of Networking

Sioux Falls Area Postal Customer Council

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Overview

- What is networking?
- Why network?
- Who can network?
- Where do you network?
- How do you network?
- Resources

What is networking?

- Dictionary.com
- Harvey Mackay
- Mark Fallon

Why network?

- “Everyone lives by selling something.”
- Education, training & talent will only take you so far.
- You don’t know who knows who.
- You don’t know who’s looking for you.
- People are interesting – as people.

Who can network?

- **Anyone** can network.
- **Absolutely anyone** can network.
- Networking is something that **anyone** and **everyone** can learn.
- Networking is something that **anyone** and **everyone** must learn.





Where do you network?

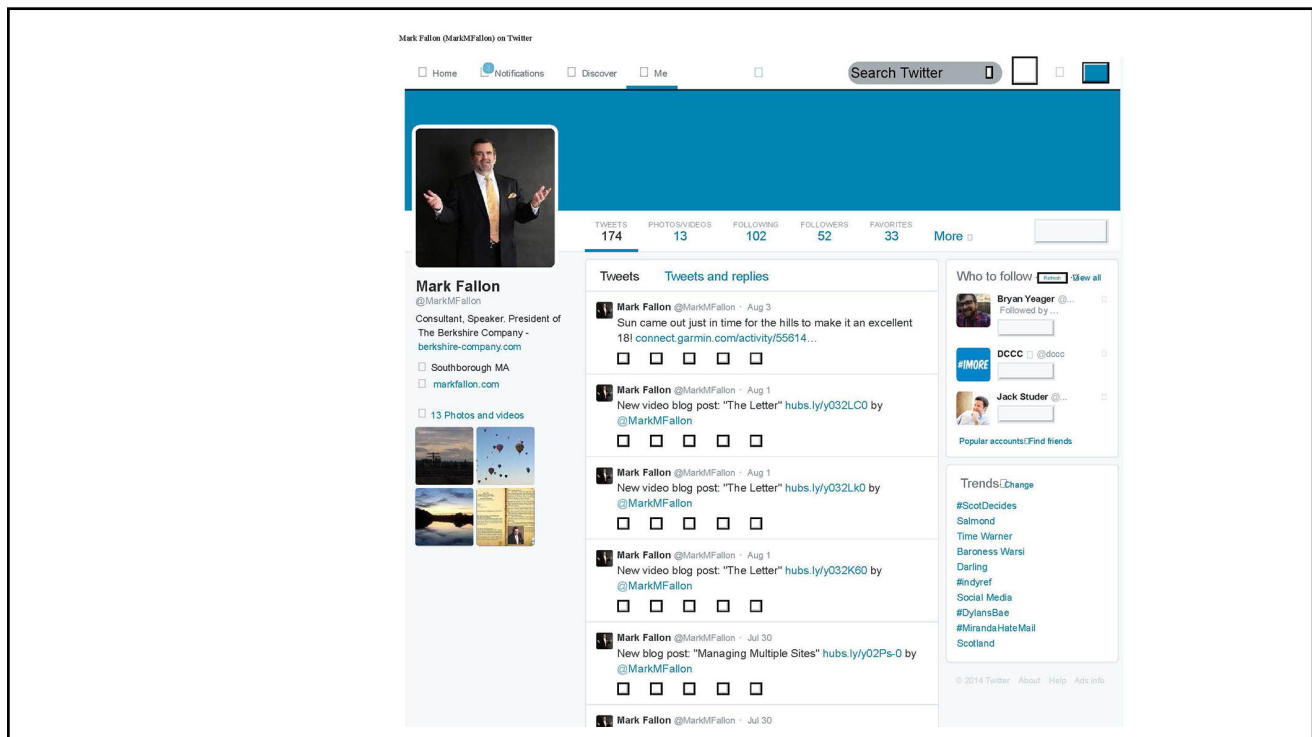
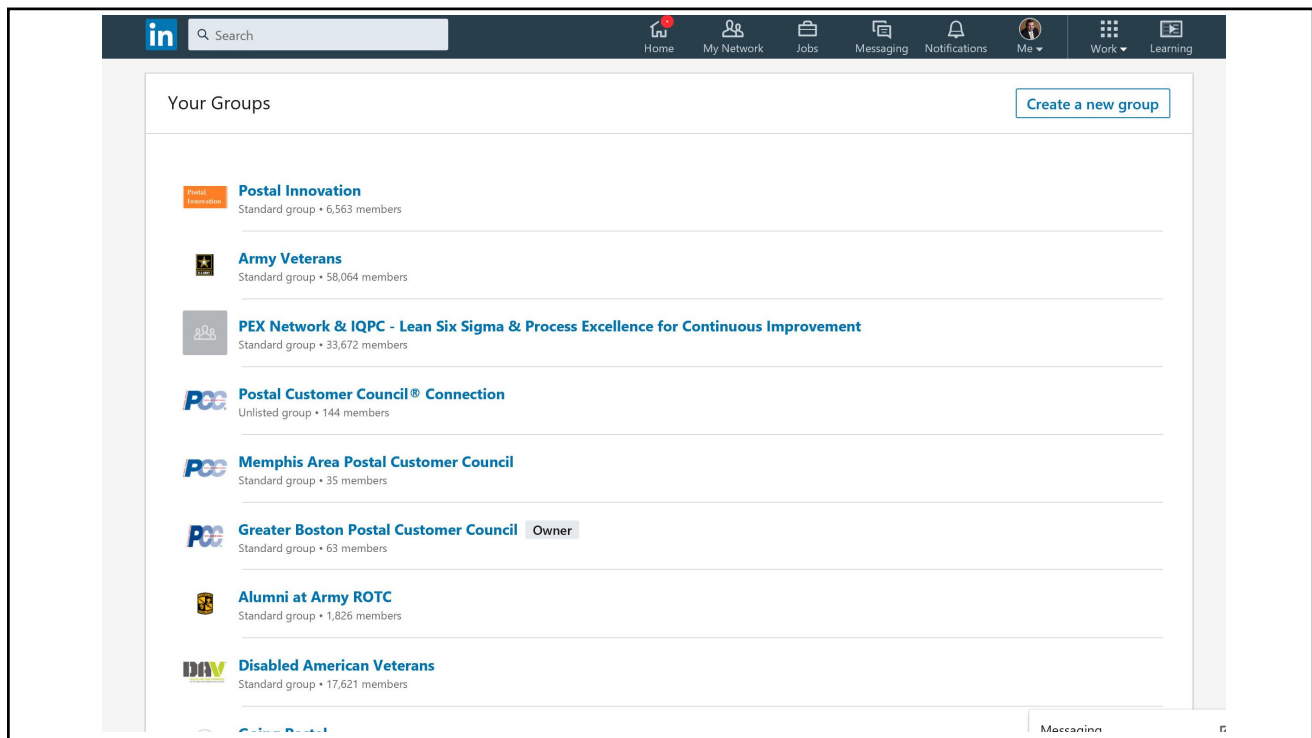
- Work
- Conferences and trade shows
- Training
- Career fairs and job fairs
- Social situations
- **Everywhere!**

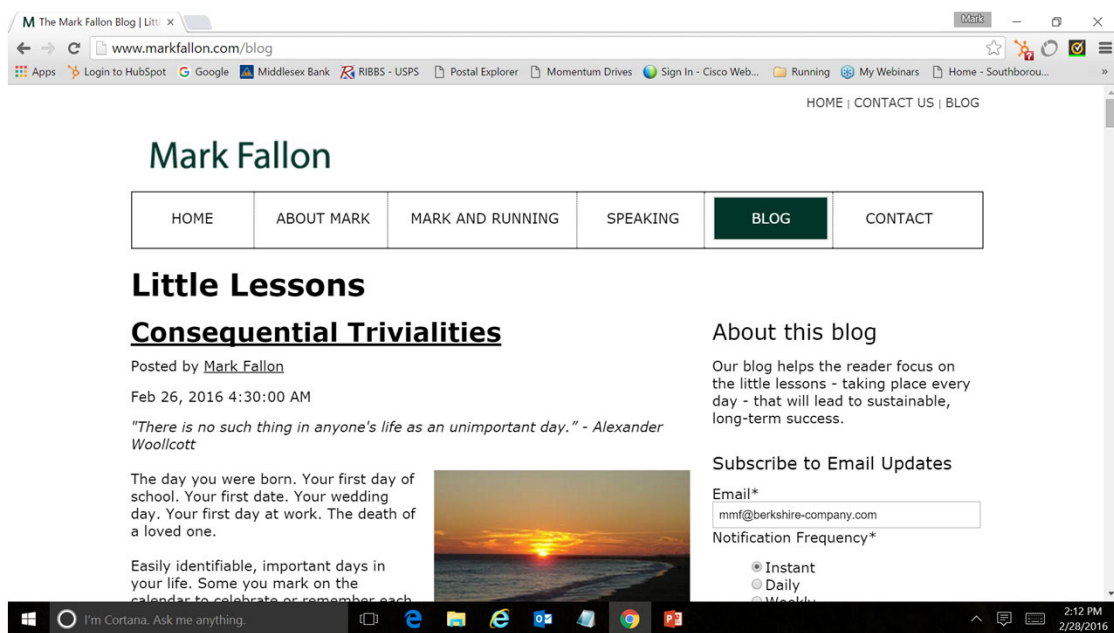
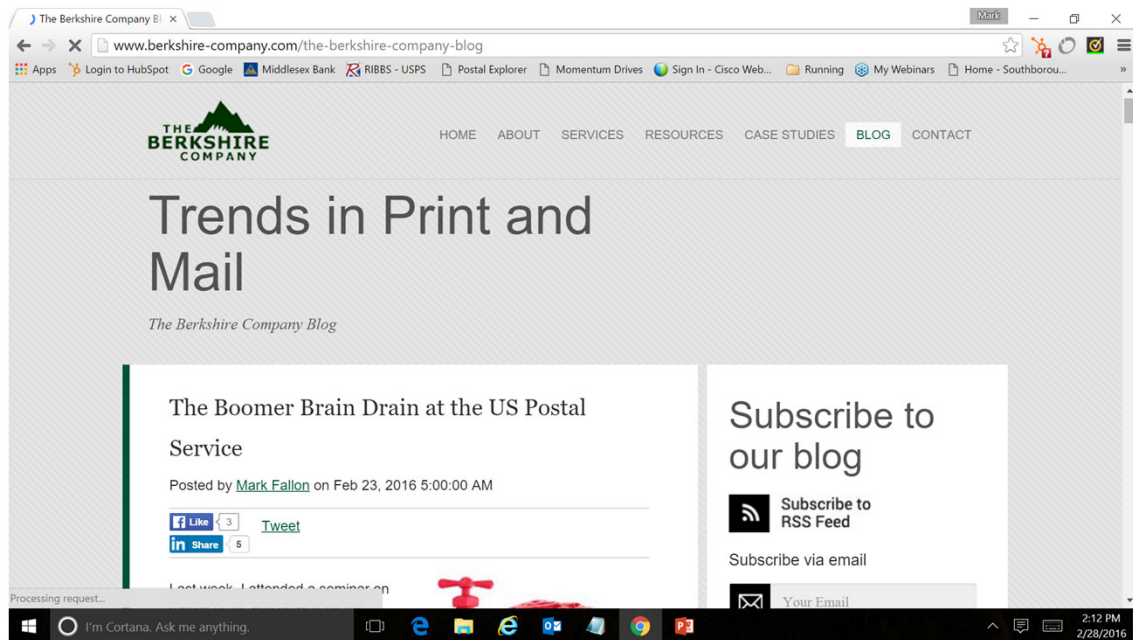
Professional Associations

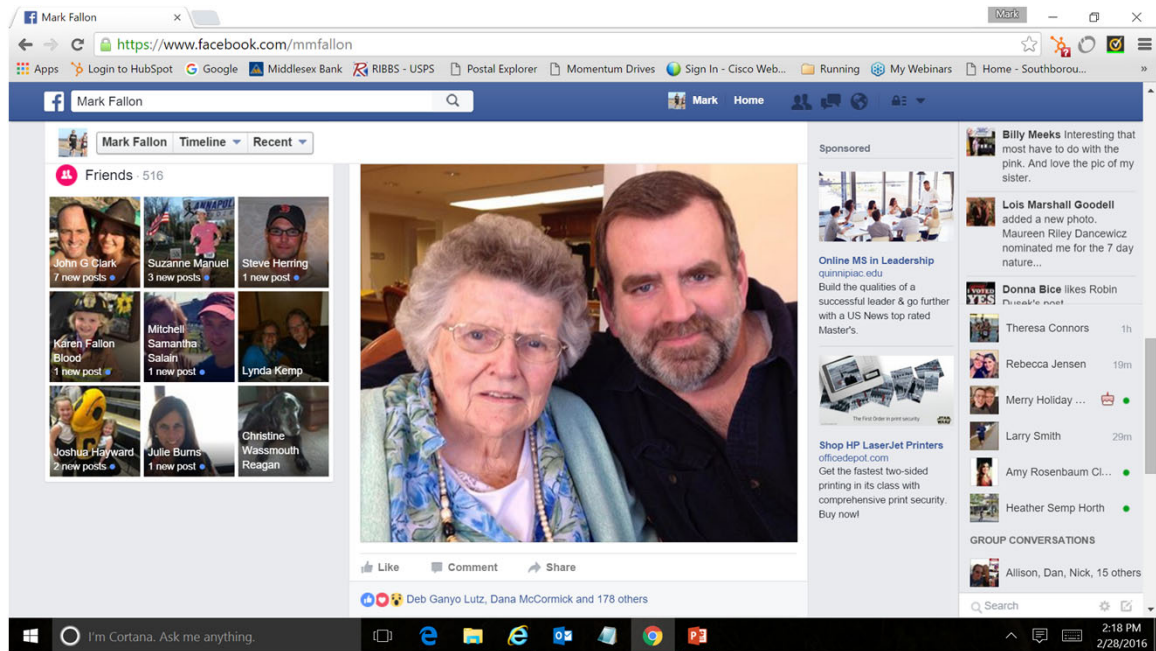
- Joining isn't networking – **participation** is networking.
- Communicate often, through multiple channels (mail, email, website, telephone).
- Pair up veterans with new members.
- People like to be asked, so ask them!

Online Networking

- Multiple channels – LinkedIn, Twitter, Facebook
- Groups, topic-specific sites
- Joining isn't networking – **participation** is networking
- Think before you post – the Internet is forever!







How do I network?

- Positive Attitude
- Visual Contact
- Seek Common Ground
- Be Interested, Not Interesting
- Be Polite
- Follow-up

How do I network?

Practical Exercise

This is great, but I'm still
too much an introvert...

1. Business Cards – Give and Get
2. Don't go it alone
3. Practice
4. Listening is good
5. _____

Resources

- *Dig Your Well Before You're Thirsty* by Harvey Mackay
- *The First Five Minutes* by Norman King
- *The Networking Survival Guide* by Diane Darling

NETWORK WITH ME



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