



Networking at the National Postal Forum

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Overview

- What is networking?
- Why network?
- Who can network?
- Where do you network at the National Postal Forum?
- How do you network at the National Postal Forum?
- Checklist

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 I network at
The National Postal Forum?



NPF Golf Tournament



Habitat for Humanity



Exhibit Hall

Exhibit Hall - Attendees

- Have a plan
- Talk to at least one new vendor per day
- Walk with a friend
- Wear comfortable shoes

Exhibit Hall - Vendors

- Look sharp – booth and people
- 5-minute huddles at the beginning of each day
- Ask attendees about their jobs, not your product
- Talk with your fellow vendors
- No eating, no alcoholic beverages in the booth





Area Reception



Evening Events



Classes

Mark's Classes at the NPF

- Sunday, Period 4 – Orientation
- Monday, Period 7 – Boot Camp for Mail Center Managers (1)
- Tuesday, Period 11 – Boot Camp for Mail Center Managers (2)
- Wednesday, Period 15 – Leadership Best Practices and How to Apply them to Your PCC



Everywhere!

How do I network at the NPF?

- Positive Attitude
- Visual Contact
- Seek Common Ground

How do I network at the NPF?

- Be Interested, Not Interesting
- Be Polite
- Follow-up

NPF: First Timers

- Plan your time – especially classes and the exhibit hall
- Look for veterans
- Look for fellow First-Timers
- Ask vendors questions
- Talk to speakers outside of class

Checklist

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

We are waiting to network with you
at the
National Postal Forum!

NETWORK WITH ME



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