

# Networking at the National Postal Forum

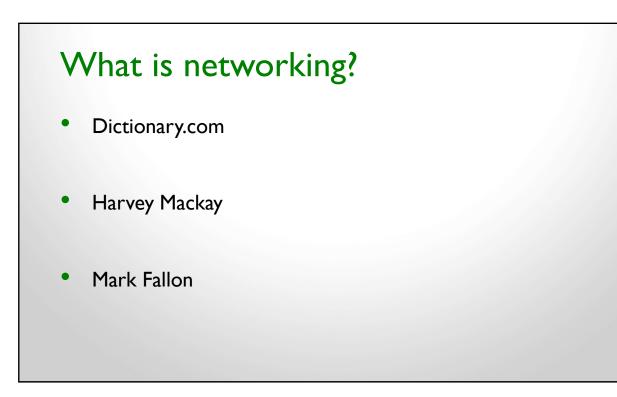
Mark M. Fallon President & CEO

Jeffrey M Jordan Senior Consultant

#### The Berkshire Company

#### 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



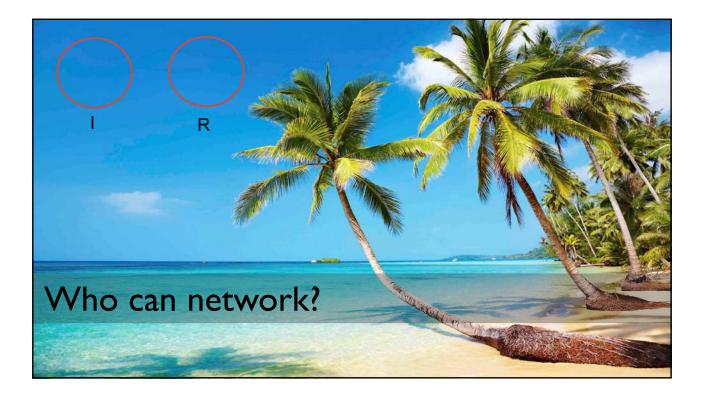
#### Why network?

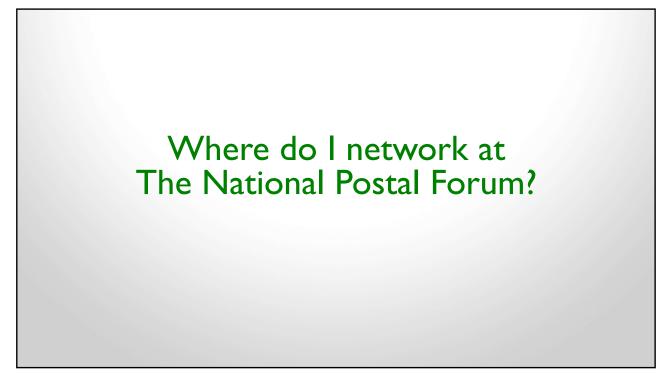
- "Everyone lives by selling something."
- Education, training & talent will only take you so far.
- You don't know who knows who.
- You don't know who's looking for you.
- People are interesting as people.

#### 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.











# Habitat for Humanity



#### Exhibit Hall - Attendees

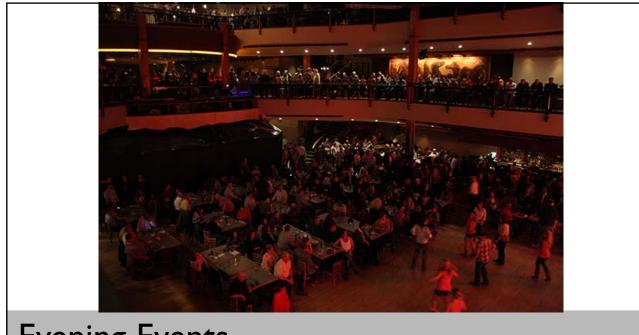
- Have a plan
- Talk to at least one new vendor per day
- Walk with a friend
- Wear comfortable shoes

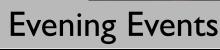
# Exhibit Hall - Vendors

- 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







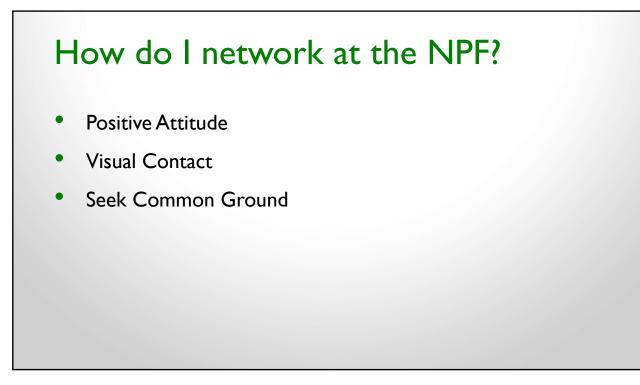


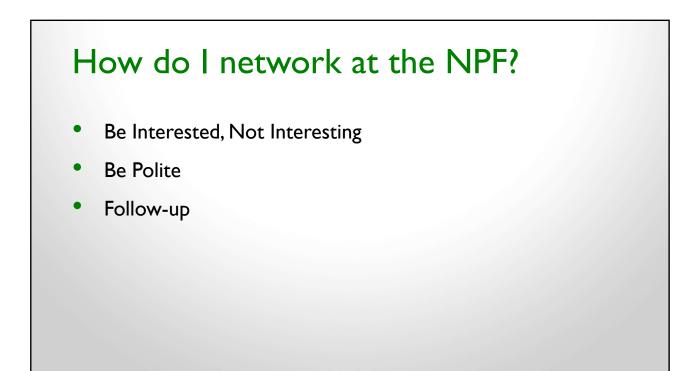


#### Mark's Classes at the NPF

- 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







### 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

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



#### **NETWORK WITH ME**



Mark M. Fallon, CMDSM President & CEO, The Berkshire Company

Visit: www.berkshire-company.com | www.markfallon.com Email: mmf@berkshire-company.com Tweet: @MarkMFallon