2024 Women in Engineering Conference

CSULB 100+ Women Strong Coaching Circle

Building Your Professional Network
Network to Grow Your Sphere of Contacts & Expand Your Career Opportunities

Opportunities arise from what you know AND who you know connect with.

Today is a great format for you to practice networking.

Keep drilling down and reaching out to find the contact that can launch your next step or support you in your journey.
The Importance of Networking

Connections = Success

Majority of professionals want to network
- Share their knowledge and advance others or expand their own network
- Eliminate preconceived notions > young & old, men & women, position & status
- Treat everyone with respect > they may have a future effect on you

Networking is instrumental to your career and growth
- Allows you access to unknown opportunities & provides options
- Provides insight into different fields, information on what potential employers look for & advice on how you can improve professionally
- Establish relationships that will promote you
- Great achievements are only valuable if they are noticed >> get on the inside track

85% of jobs are filled through networking
70% of jobs are never published publicly
Networking is an Investment

Socializing in person is still your best chance of creating a successful network.

Dedicate Time & Effort

Establish your presence
Resume, LinkedIn, Website

Define your strengths & interests
Groundwork for conversation

Maximize your interactions
Develop a script

Know the background of your contact
Be intentional and proactive

Start immediately with current connections
Professors, classmates & workplace colleagues

Seek out networking events
Conferences will lead to connections and info on companies and industries

Networking in the digital age
World is at your fingertips

On-line webinars, email newsletters, magazines, Industry blogs, LinkedIn

Session Activity: Step Outside Your Comfort Zone!

Step so far outside your comfort zone that you forget how to get back. If it doesn’t challenge you, it doesn’t change you.

1. **DEFINE YOURSELF**
   - Skills, strengths & interests
   - Write your script

2. **INNER CIRCLE**
   - How can you connect now & with whom?
   - Write a list.

3. **FIND YOUR INTEREST**
   - Research industries & subscribe to information

4. **PLAN APPROACH**
   - Network with intention.
   - Broaden your connections.
Brainstorm career choices for my engineering major

Learn from one another

How to build and maintain professional networks

Find Industry contacts in my career path

Small Group Sessions

Industry Contacts

Career Advice

Trusting Environment

What to expect when starting a new job

Share current struggles and concerns

How to find Internships

Improve my resume and social media presence
Network with Today’s Coaches

Holly Craig
Owner/VP
Stratonics, Inc.
CSULB – BS
Electrical Engineering
https://www.linkedin.com/in/holly-craig-stratonics/

Emily Woodman-Nance
CEO, Co-Founder
At Their Side
Chapman University – BS
Computer Information Systems
https://www.linkedin.com/in/emily-woodman-nance-9650b44/

Tan Warren
VP Business Development & Marketing
Brascia Builders, Inc.
WGU – BS Marketing Management
https://www.linkedin.com/in/tandwarren/

Kim Armstrong
Sr. HR Business Partner
Boeing
CSULB – MA
Education, Instructional System Technology
https://www.linkedin.com/in/kim-a-armstrong-ed-d-88b8a7149/

Jennifer Johnson
Global Strategic Planning & Delivery Leader
Fin Tech
Fortune 200
USC – EMBA
CSU Pomona – BSCE
https://www.linkedin.com/in/jennifer-l-johnson/
Network with Today’s Coaches

Michelle Keyser
Manager of Supplier Diversity
Hensel Phelps
Cal Poly-San Luis Obispo – BS Construction Management
https://www.linkedin.com/in/michelle-keyser/

Alyssa O’Book
Project Manager
Hensel Phelps
Arizona State Univ
BS Construction Management
https://www.linkedin.com/in/alyssa-o%27book-bab63822/
The journey of a thousand miles begins with one step.  

Lao Tzu

---

**100+ Women Strong**

**Become a member of 100+ Women Strong.**

https://www.csulb.edu/college-of-engineering/100-women-strong-steering-committee

---

**Post Event Survey**

We want your feedback!

https://whova.com/portal/survey/beach1_202403/35336/?token=06cc683b2c88267c4df1dcbdb2a794c5f5f68a200ad651b525e42e679dd5293

---

**Connect with speakers on Whova App & LinkedIn**

Introduce yourself & exchange information, ask questions.

---

**Powerful Information**

Review all CC Slide Decks.

https://www.csulb.edu/college-of-engineering/coaching-circles-2024

---

**Create a Journal**

Write down lessons learned, goals, next steps with timeline, & career goals.

---

**Join Us Again**

Watch for our next event.

https://www.csulb.edu/college-of-engineering/100-women-strong

---

**Get Support**

Career Development Center

https://www.csulb.edu/career-development-center

---

**100+ Women Strong** want to thank you for attending.