



**Actuaries
Institute**

Networking – Surviving and Thriving



Martin Mulcare

Networking:

“Interacting with others to exchange information and develop professional or social contact” (Oxford)



Networking Skills

1. Interaction Skills:

- Speaking
- Listening
- Questioning



Networking Skills

2. Leverage Skills:

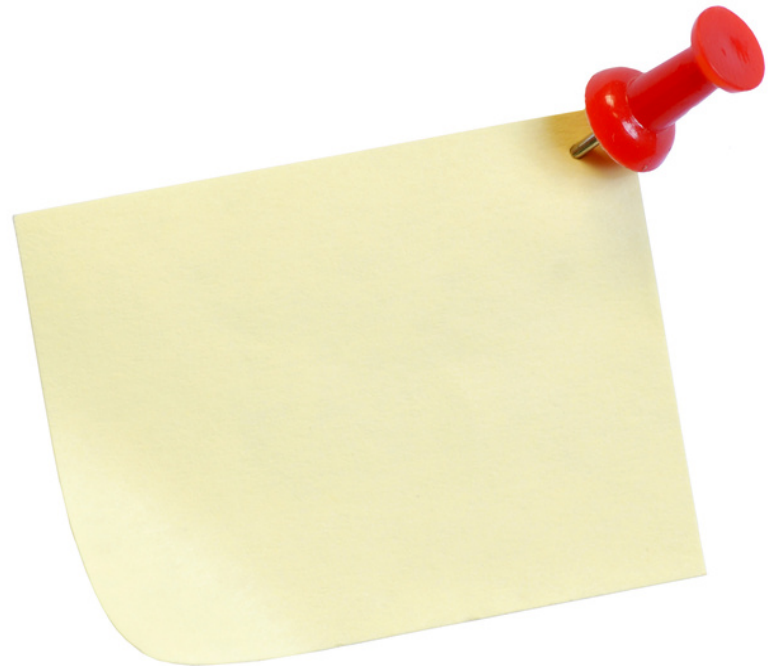
- Using Names
- Recalling Facts
- Connecting



Networking Skills

3. Maintaining Your Network:

- Events
- Updates
- LinkedIn



Networking Skills

4. General Tips:

- Practical
- Conversations
- Circulating
- Other Networks



Networking Practice

1. Introducing Yourself:

- Person A Speaks
- Person B Responds
- Person B Speaks
- Person A Responds



Networking Practice

2. Introducing Someone Else:

- Person A is Introducer
- Person B is Known to A
- Person C is Known to A
- A Introduces B to C



Networking Practice

3. What's A Problem for You?

- Other People?
- Environment?
- Conflicts?



Discussion Time



Wrap Up

Other Resources:

- “Investing in Your Life”
(Ian Pollard)
- “The Currency of the New Economy is Trust”
(Rachel Botsman)
- Pulse Survey: Networks
(October “Actuaries”)
- More Than Maths:
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Thanks and
Best Wishes