

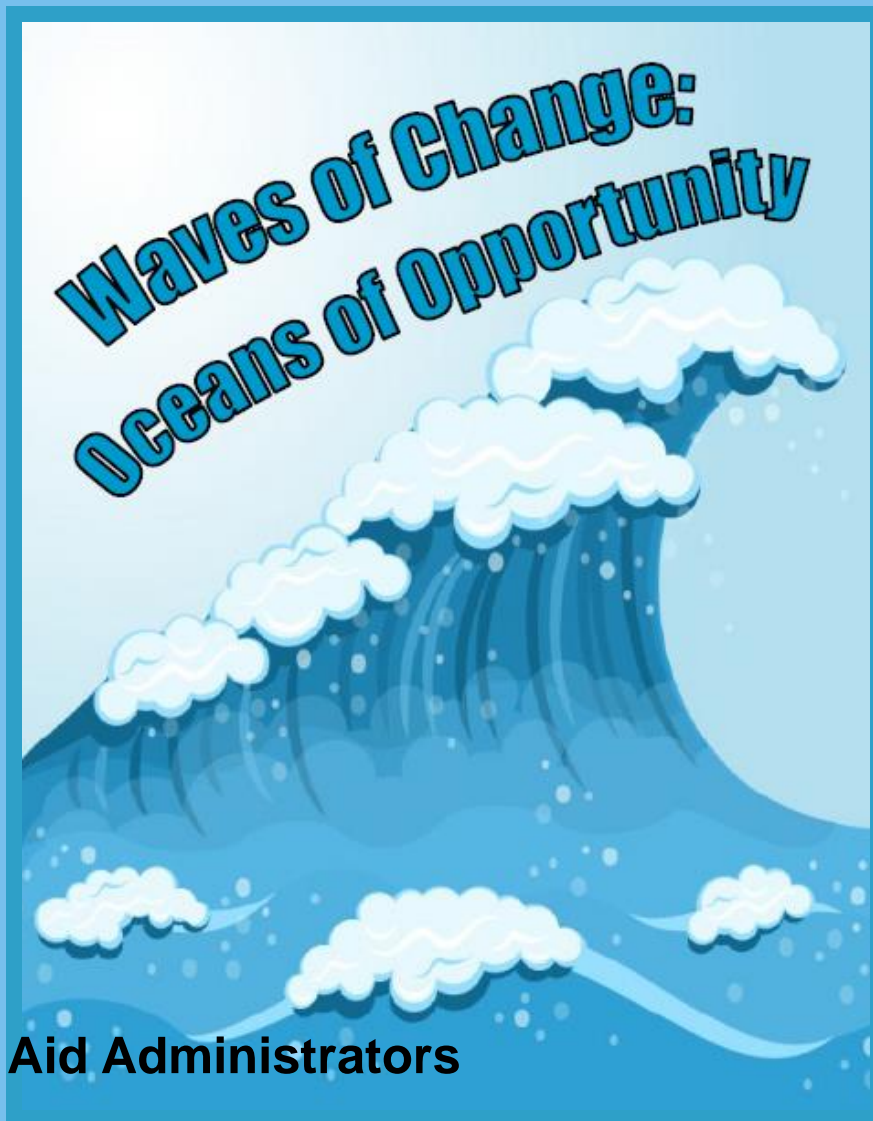
Networking Skills

Ginny Biada

Retired

OASFAA

Past-President



**Ohio Association of Student Financial Aid Administrators
Spring Conference 2017**

How to work a room....

Recognize Roadblocks
Remedy the Roadblocks
Pitfalls and potholes
Plan For Your Presence
Conversation Starters

Recognizing Roadblocks

- #1 “Don’t talk to Strangers!”
- #2 “Wait to be properly introduced (the Scarlett O’Hara Syndrome!)”
- #3 “Good things come to those who wait”
- #4 “Better Safe than Sorry”

Remedies for the Roadblocks

#1 Redefine the term “stranger”

#2 Practice a self-introduction

#3 Move from “guest” behavior to “host” behavior.

#4 Respond to rudeness

Pitfalls and potholes!

- Who's important and who's not
- One drink too many
- Patronizing any individual/group (women, elderly, minorities, etc.)
- Inappropriate humor
- Inappropriate dress
- Loud
- Complaining
- No follow through

Prior Planning Prevents Poor Performance

- Attitude!
- Plan (again!) your self-introduction
- Prepare small talk
- Listen!
- Eye contact/smile
- Handshake

Making conversation... where do I start?

Read a newspaper a day
Professional Publications
Common interests
Listen

**COMMENTS?
QUESTIONS?**

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