

# DEVELOPING YOUR CAREER NETWORK



**BeLIVE**



Do you Network? How?

How many people do  
you have in your  
Network?

Do you have a Strategic  
Network?





# EXERCISE

What does success look like in  
5 years  
from a work, career, personal?

What did you do?  
Where?  
When?





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Transformation Strategy Coach

CEO

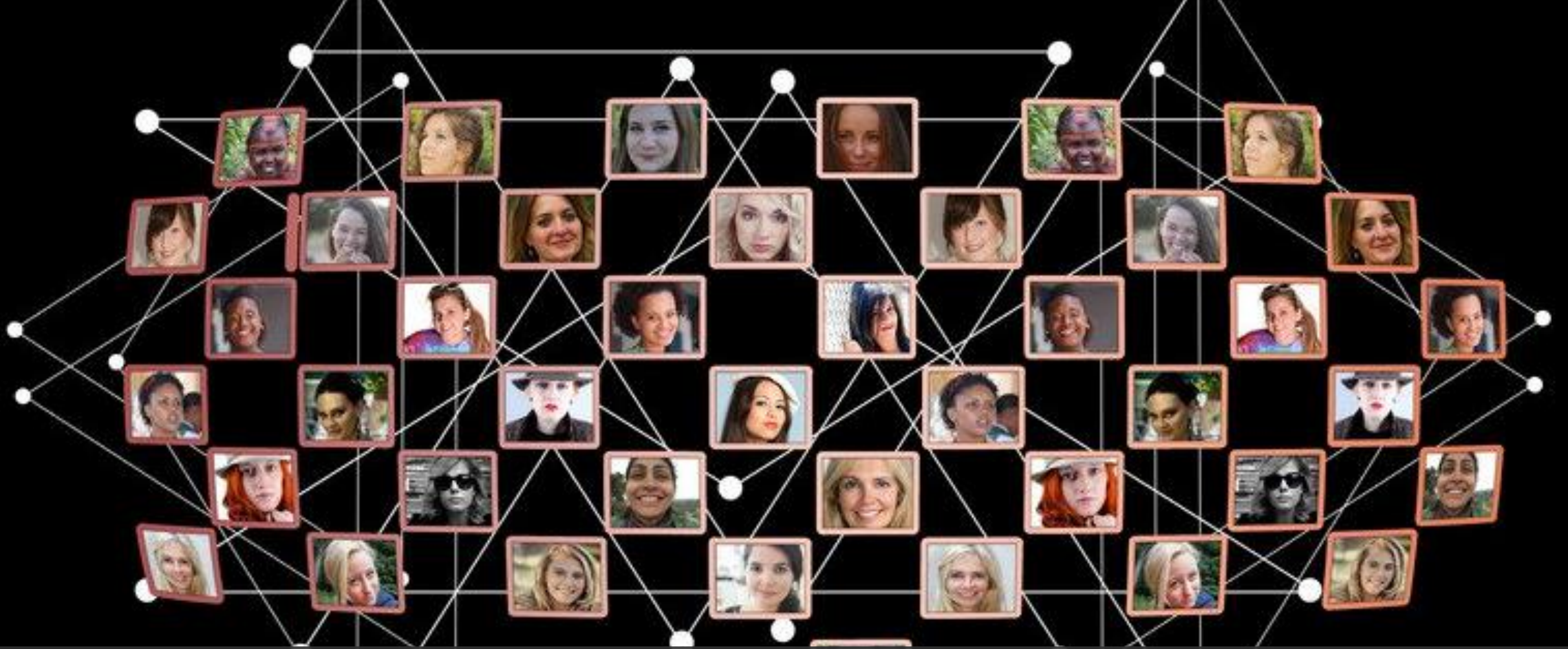
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# IMPORTANCE OF BUILDING A NETWORK





- Get career advice and support
- Get access to job opportunities
- Build partnerships & collaborations
- Share ideas & gain a different perspective
- Build confidence





# STRATEGIC NETWORK



1.

VISION

- What does **success** look like in the **next 5 years**?
- What does **success** look like **next year**?
- **What is your level of excitement** for what you'd like to accomplish?





# 2. CAREER GOALS

Types of Roles

Departments

Industry

Company/Organization

Location



# GOAL SETTING

## WRITE DOWN **3 GOALS** THAT WILL HELP YOU REACH YOUR VISION

- ✓ Lean on your Strengths
- ✓ Aligned with your Values
- ✓ Be Specific:
  - What do you want to accomplish?
  - What are the benefits to you?
- ✓ Include a Date:  
When will you achieve it by?
- ✓ Measurable outcome:  
How will you know you've achieved your goal



# 3. UNIQUE VALUE





**BUILD  
YOUR  
PERSONAL  
BRAND**





“Branding is what people say about you when **you are not in the room.**”

- Jeff Bezos, founder and CEO of Amazon.com.







# 4. BUILD MUTUALLY BENEFICIAL RELATIONSHIPS







- Learn what others do
- What are others working on
- What challenges are they facing
- Is there an opportunity for you to guide them?
- Is there an opportunity for them to support you?



# 5. ALLIES & MENTORS





**Advisor / Guide**

**Resources**

**Listener / Confidante**

**Champion / Cheerleader**

**Strategist**

**Role Model**

**Sounding Board**

**Accountability Partner**





# 6. EXPAND YOUR NETWORK

ON-GOING

Join College  
Alumni  
Groups  
or  
Organizations

DAILY/WEEKLY

Subscribe  
relevant  
newsletters

Social network  
(LinkedIn,  
Twitter)

MONTHLY

Reach out to  
connections

Attend  
Networking  
events

QUARTERLY  
/SEMESTER

Professional  
conferences  
& events



**VISION**

**GOALS**  
(Short, Mid,  
Long Term)

**STRENGTHS &  
CORE VALUES**

**UNIQUE  
VALUE**

# **CAREER PLAN**

**PERSONAL  
BRAND**

**COACHES**

**MENTORS**

**STRATEGIC  
NETWORKING**

**ACCOUNTABILITY  
PARTNER**





# OVERALL IMPACT



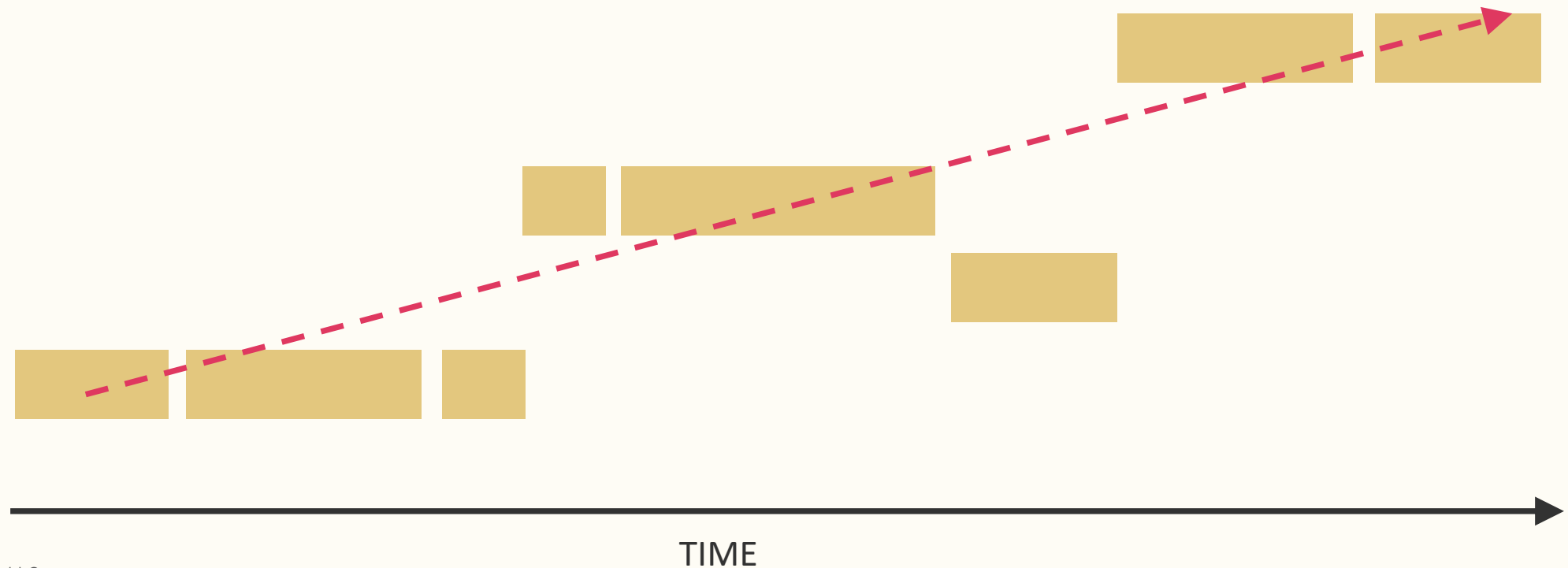
WITHOUT CAREER PLAN / SUPPORT NETWORK

DIRECTOR

MANAGER

SUPERVISOR

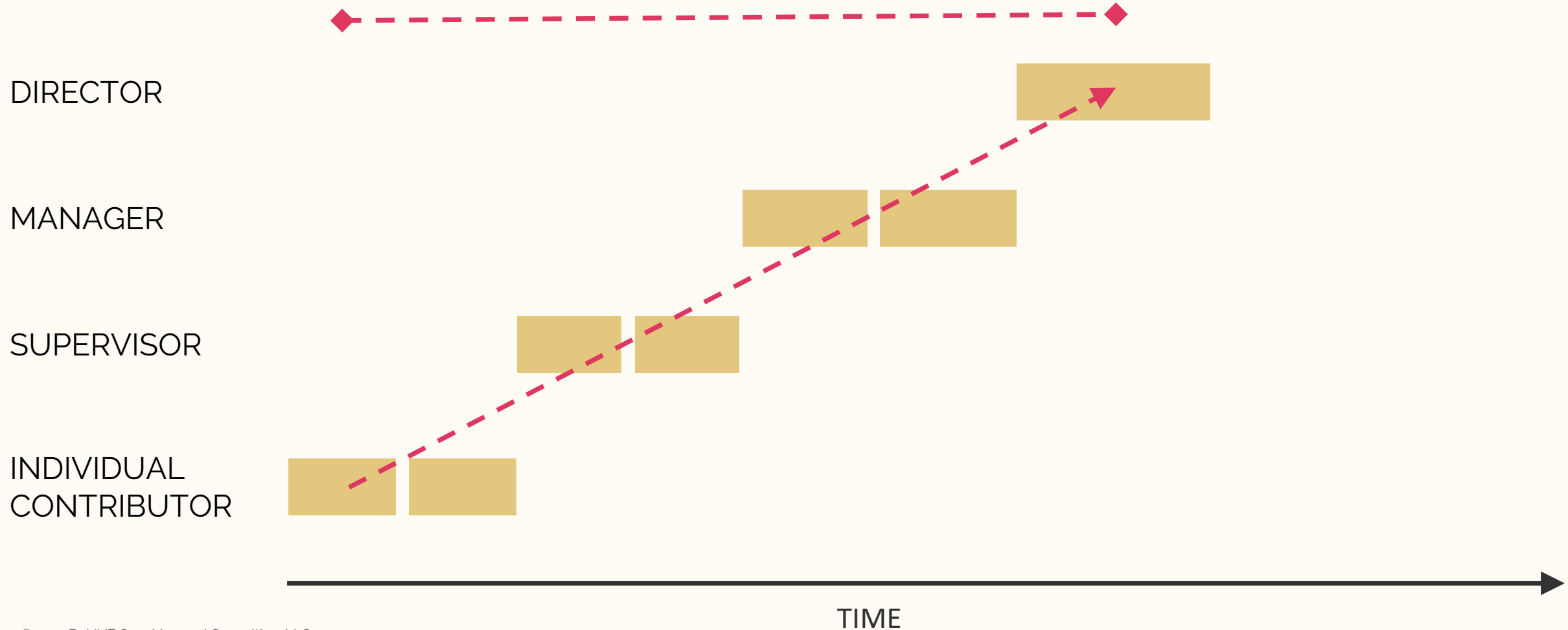
INDIVIDUAL  
CONTRIBUTOR



# OVERALL IMPACT



WITH A CAREER PLAN / SUPPORT NETWORK





# CAREER PLAN



# STRATEGIC NETWORK

Life is not about who  
you once were,  
it's about who you are right now,  
and the person you have the  
potential to be.

All you have to do is



**BeLIVE**