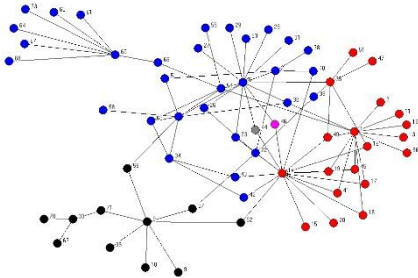
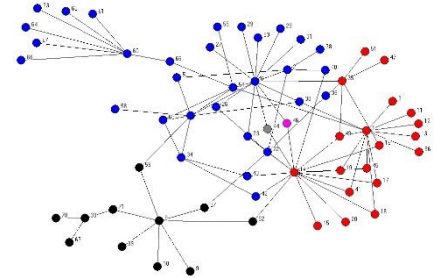


NETWORKING 101:

It's not **WHAT** you know, but **WHO** you know

Nikhil Asnani, FSA FRM

Helen Gregson, FIA



Rationale

- Ambitious actuarial students
 - Want to pass exams and qualify -> **“Fellow”**-ship?
- Ambitious young actuaries
 - Want to move up the ladder -> Management **“team”**?
- Ambitious senior actuaries
 - Want to give back to the profession -> **“Community”** service?
- **Common theme?**



Whether we like it or not...

- Virtually all walks of life require sustained interpersonal synergies
- “Links run Jamaica”?
- “Your Network Is Your Net Worth” – Porter Gale
- There’s a very large world of people out there
 - We must strive to make the most of it

Key Objectives of Networking

- Visibility
- Knowledge-sharing
 - Think of “network” in a computing sense
 - Systems configured to share data with one another
- Ultimately, access to new opportunities

Case Study

- I wanted to attend the SOA Annual Meeting in 2016, but it would have been a strain on my pockets
- I reached out to the SOA Annual Meeting Chairperson for help; he responded within a few minutes
- He covered my registration for me. All I had to do was volunteer to help him with the Exhibit Hall!
- We kept in touch, and 2 years later, he's with us here at his first CAA conference 😊



Various Methods

- Telephone
 - May be awkward/difficult
- Electronic
 - Social media (LinkedIn)
 - E-mail
- Face-to-face ✓
 - Nothing beats the classics

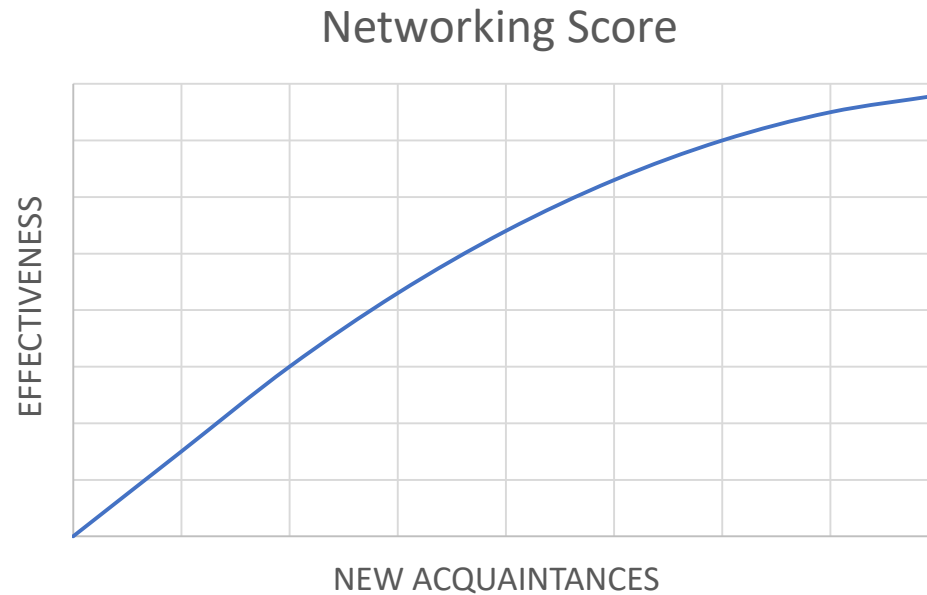
And what about volunteering?

- Meet new people
- Develop soft skills

“people should volunteer for things that they are passionate about” - Jules Constantinou, President IFoA



The “Easy” Perception



Spurious success?

Quality vs. Quantity

Of the 10 people you meet today, how many will you remember (or vice-versa) a year from now?



Standing Out: Engagement Tips

- Discuss a goal and formulate a plan to sell your idea
 - “The Art Of Woo” – G. Richard Shell, Mario Moussa
 - Helps significantly where there is mutual gain
- Ask probing questions
 - Knowing details about the other person helps
 - However, luxury of prior information not always available
- **FOLLOW UP**
 - Digitalisation has made this extremely easy
 - Don't disappear after the first meeting – that's a waste of time

Helen

- Didn't fit the norm ...
- ... parents not professionals
- But did have a small business ...
- ... with lots of customers to talk to

- So my transferred skill was being able to talk to clients

What skills can you transfer to networking?

- What about other socialising?
- What about dating??

A romantic interlude!

Helen is an actuary who is looking for someone special to share her life ...

What advice can you give her for how to act on first dates?



How to date, socialise or ... network!

- Be yourself ...
- ... and don't try too hard
- Show lots of interest in the other person
- Try not to focus on selling yourself/ your idea
- Don't hog the conversation!
- Be polite – to everyone!



How to act ... network!

“you can make more friends ...
... by becoming interested in other people ...
... than by trying to get people interested in you”

- Dale Carnegie, author of ‘How to Win Friends and Influence People’



Guidelines for the Conversation

- Realistic
- Relatable
- Risky

#RiskIsOpportunity[®]



End of Module Assignment

- Introduce yourself to **one** other conference delegate that you've never met before
- Keep in touch: discuss visions, ideas, goals, etc. on a mutual topic of interest
- Consider presenting together at next year's CAA Conference 😊

