

# CareerGrowth Group



June 1, 2009

## Dear Successful Career Professionals

June is the best month of the summer season to attend some great networking events. As we head towards the summer months, there are multiple opportunities to make new contacts to help you along professionally. These contacts can be made just about anywhere, i.e., business meeting, networking event, company picnic, social event, cocktail party, or vacation. It is essential that you remember the following networking advice:

1. Bring a great looking **business card**, whether you are employed or in transition wherever you go
2. Be able to recite an **Elevator Pitch** to introduce yourself, so that those in the networking audience will remember your name, your occupation and your contribution to help others in the group
3. Begin a conversation with a **story** about your work experience -- presented in an "interesting-to-listen-to" manner. Your story should be clear enough to give a sense of your strengths, a feel for your personality, and a compelling reason for the listener to remember meeting you
4. Keep in mind that networking success involves **giving** advice, tips and leads to others and **listening** to others' needs and responding to them

**Remember** you may have only a few seconds / minutes of face time with a new person. So, rehearse what you have to say. Be sure to focus on a few networking goals before setting out to an event.

**I can help you** design your business card, create a memorable and successful pitch, enable you to craft a meaningful story of your background to make your networking more successful. I hope to hear from you, so that your networking is as successful as it can be.

Best wishes,

*Beverly R. Daniel*

Beverly R. Daniel, MS, MBA  
CareerGrowth Group  
575 Madison Avenue, Suite 1006  
New York, New York 10022  
(212) 980-2526 [BDanielCareers@aol.com](mailto:BDanielCareers@aol.com)  
Please visit [www.careergrowthgroup.com](http://www.careergrowthgroup.com)

**About Beverly R. Daniel:** Beverly Daniel is a career counselor / coach, who helps career professionals move successfully from one level of their careers to another. This can include assessments and evaluations about career choices, strategic planning for career moves, navigating in corporate structures, or moving from corporate to self-employment, or entrepreneurship. She works with lawyers, banking executives, marketing professionals, among others in all functions and industries. Beverly has been in the executive search and career-counseling field for 29 years. She holds a BS and MS in Psychological Counseling. She holds an MBA in Management from New York University, Stern. Beverly studied for a Ph.D. in Clinical Psychology.