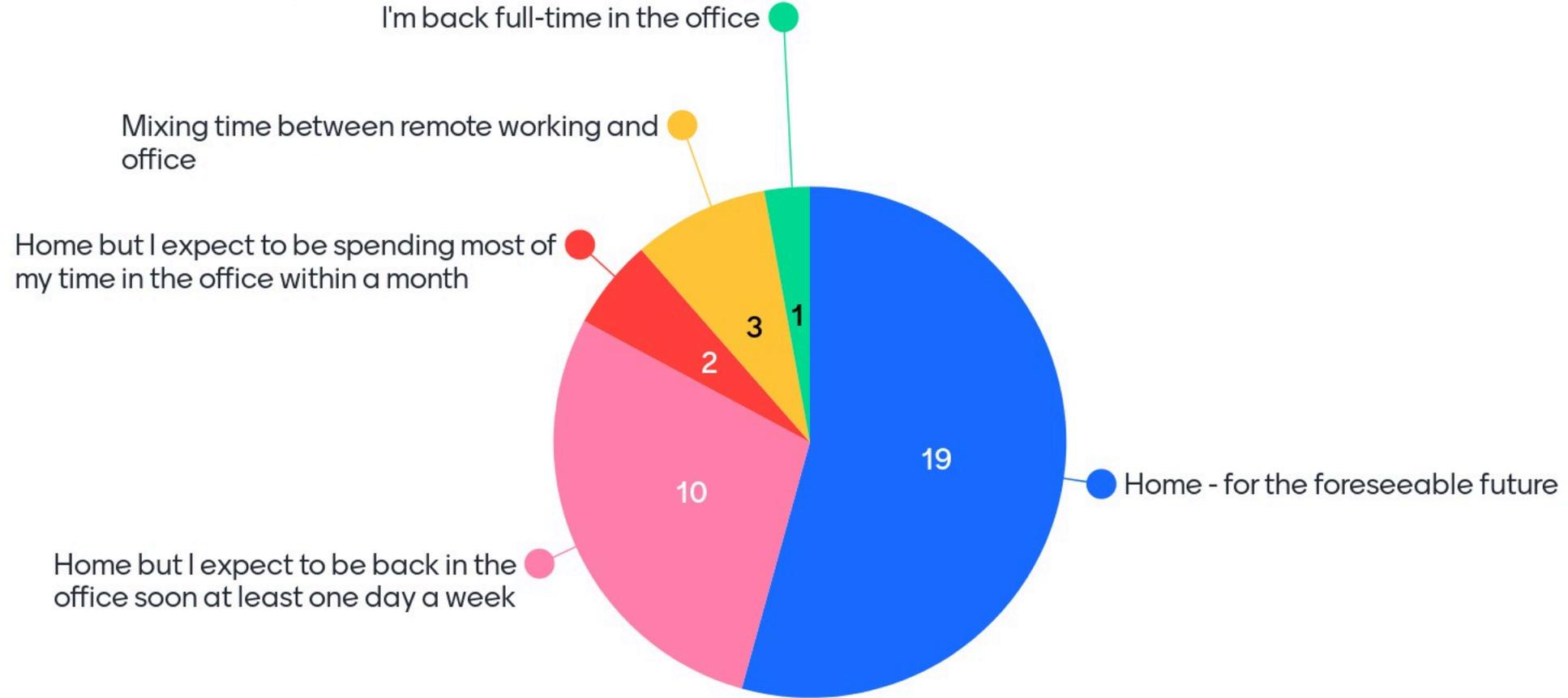


# Networking from your Living Room

@AndyLopata

# Where are you working from?





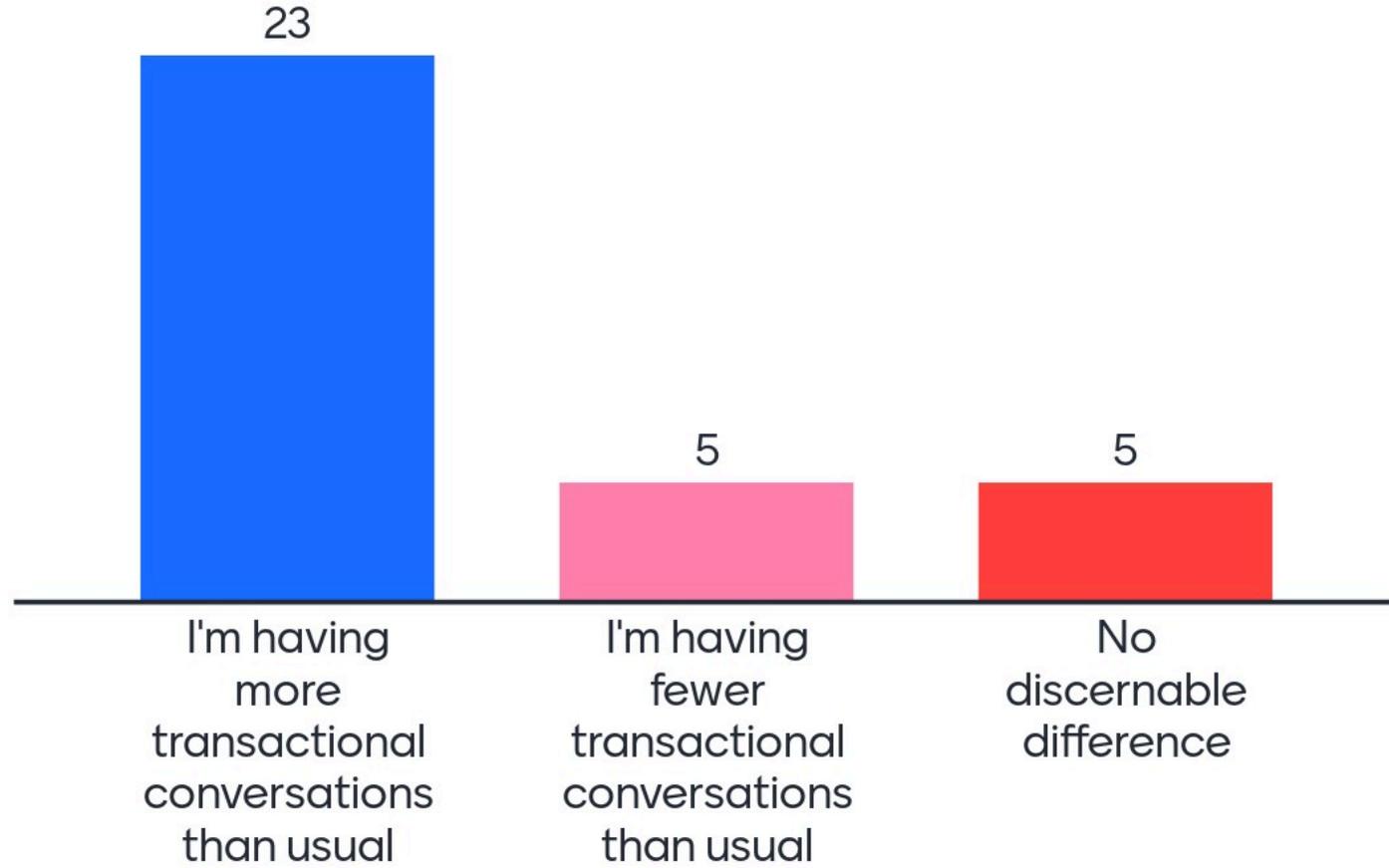
# The Power of Professional Relationships

- A strong network of individuals IN A POSITION to help and support you
- Strong relationships with those individuals so that they WANT to help you
- Clarity of message and a willingness to ask so that they ARE ABLE to help you

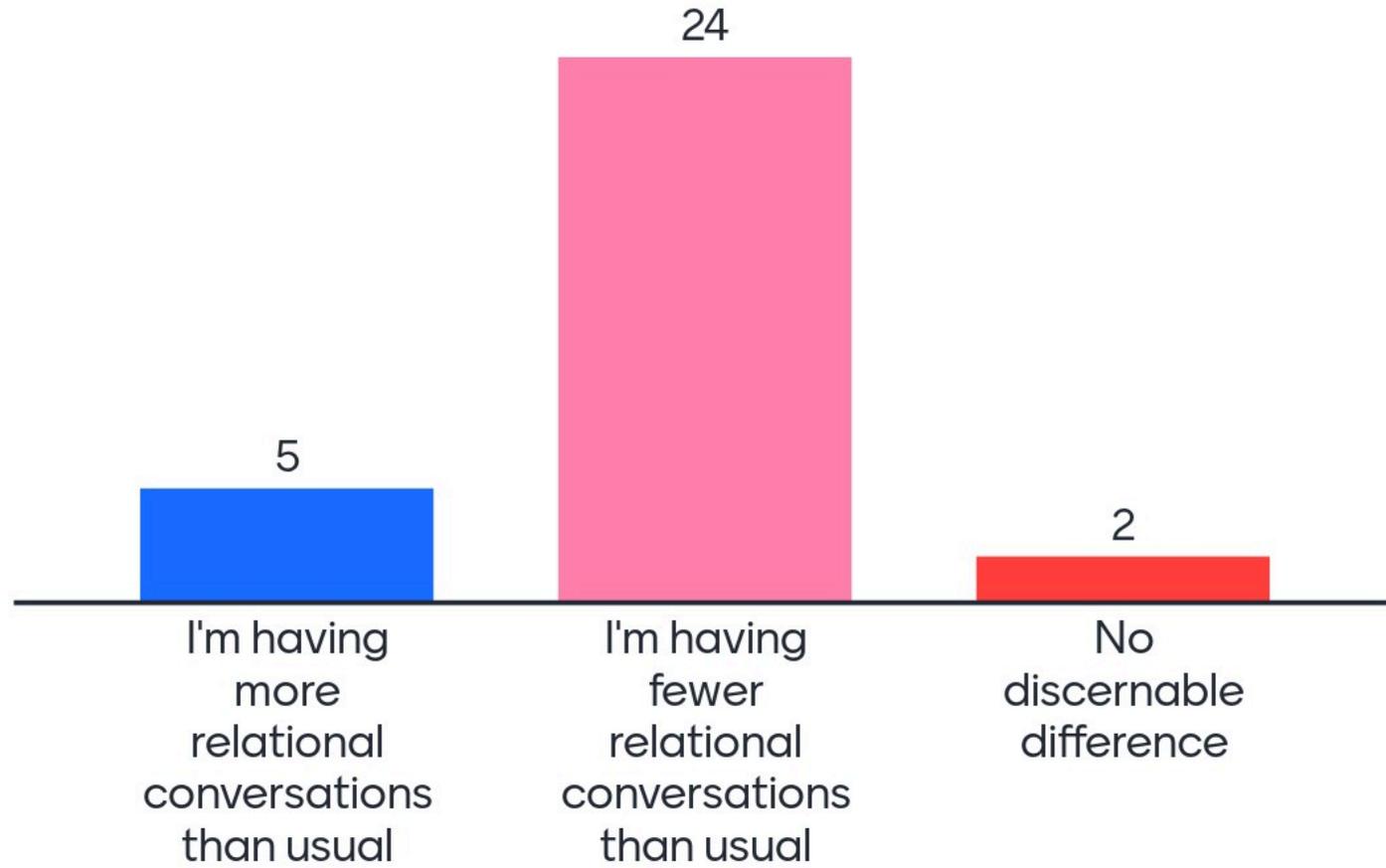
# WHO Are You Speaking To?

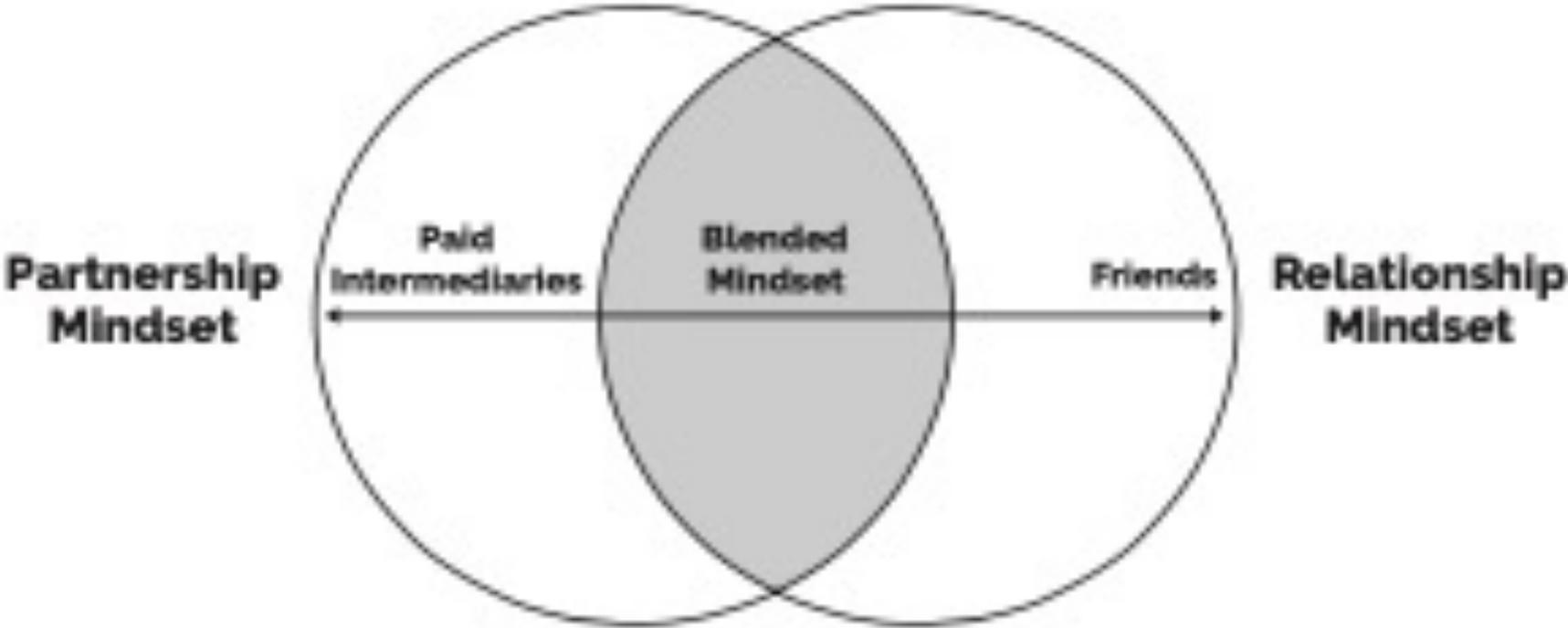


# Are your conversations currently more or less transactional than normal?



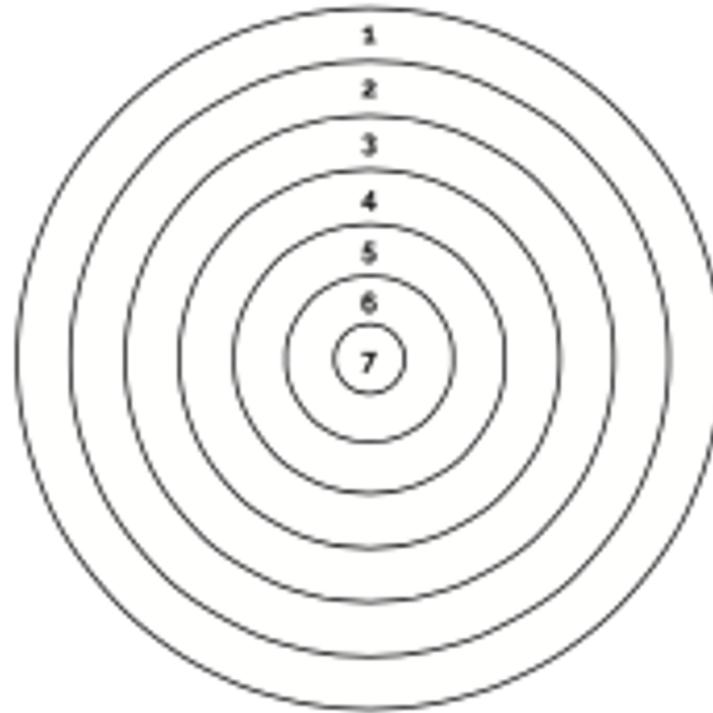
# Are your conversations currently more or less relational than normal?



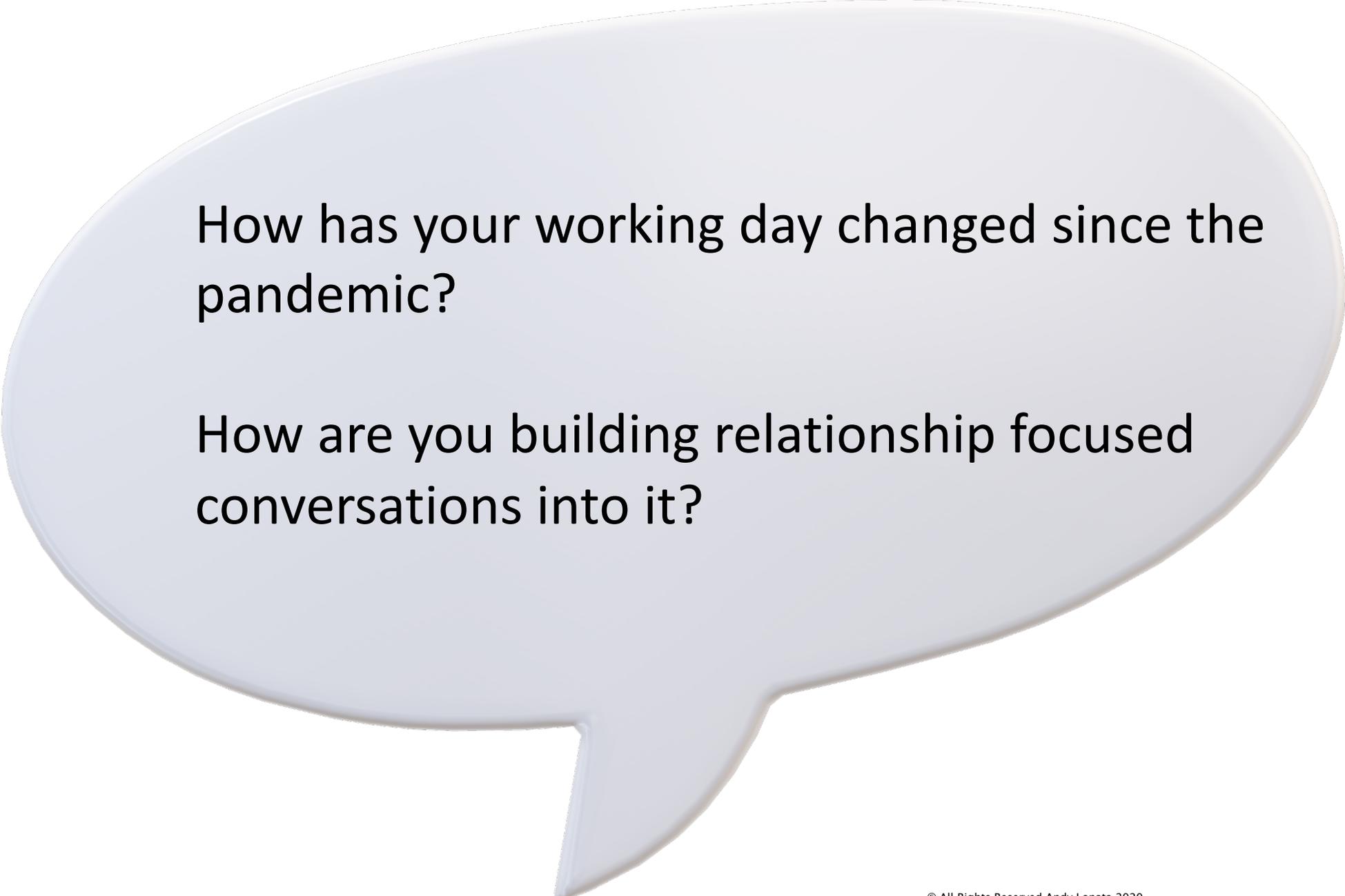


# Nurturing Professional Relationships

## The Structure of a Network



1. *Recognise*
2. *Know*
3. *Like*
4. *Trust*
5. *Support*
6. *Advocate*
7. *Friend* (moving into your personal network)



How has your working day changed since the pandemic?

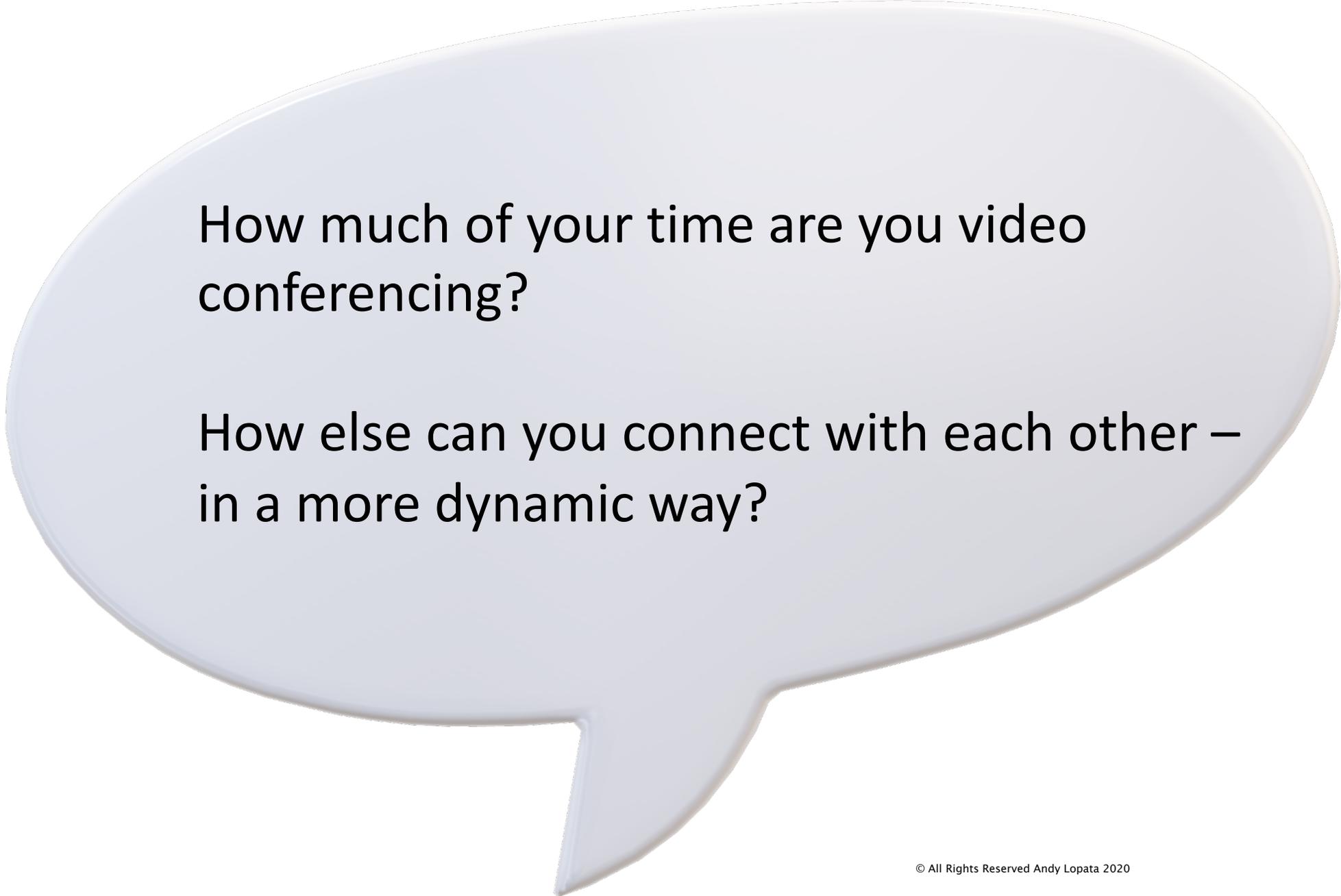
How are you building relationship focused conversations into it?

# HOW Are You Engaging with People?



# How do you feel about meetings on Chime/Zoom/Teams/Webex etc?





How much of your time are you video conferencing?

How else can you connect with each other – in a more dynamic way?

# WHAT Are You Talking About?



# Overall, how are you feeling personally and professionally?

Tired

6/10

personally is better, professionally is lost

Tired and fed up

unhappy

unsatisfied

Tired

Good - I'm used to working from home and self motivation so it's not a big change for me.

Promotion is more of a challenge

# Overall, how are you feeling personally and professionally?

Professional- Good personal- bored

Worried I am falling behind. New job makes it harder to figure out what I'm doing.

Exhausted

Exhausted

Professionally: challenged! Personally: overwhelmed!

Ok

At a peace

It goes day by day

Drained

# Overall, how are you feeling personally and professionally?

Personally - good but professionally a lil tired from being home

Personally is better, professionally limited. Like there are opportunities behind locked doors

Tired of thinking about promotion

I'm used to work from home

+1 on personal great, professionally lost

No work life harmony

I am an intern so I feel isolated and this is difficult for on-boarding process. It's difficult to learn professionally

Ready for holiday

Looking for a purpose

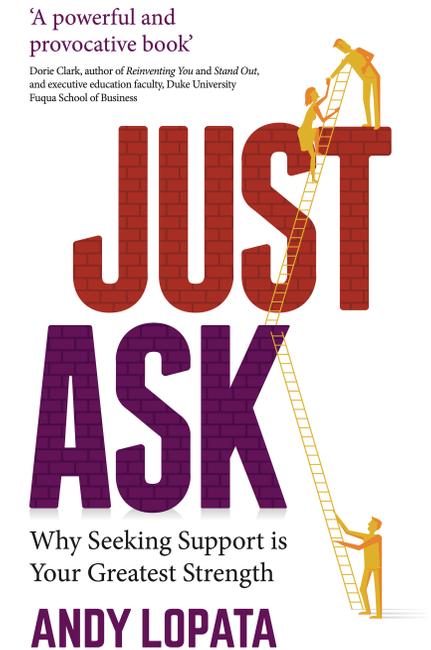
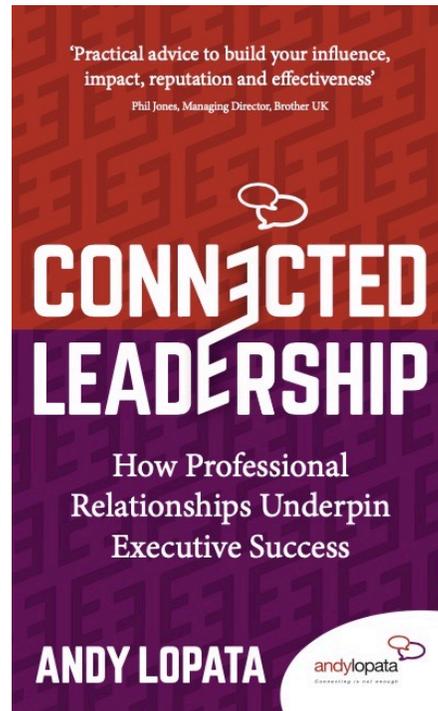
# Overall, how are you feeling personally and professionally?

Bored of always being at home and sharing a small living space

Personally I'm worried about my relationship because I can't see my other half due to restrictions. So far it's ok but it needs to stop soon. And get back to normal.



What's happening in your world (or that of someone close to you) that you/they are not sharing?



[AndyLopata.com/AmazonUK](https://AndyLopata.com/AmazonUK)

[connectedleadership.scoreapp.com](https://connectedleadership.scoreapp.com)