Making Moments Matter

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LIFE IS ABOUT MOMENTS: DON’T WAIT FOR THEM, CREATE THEM.
Do I Create or Wait for Moments?

• When have I created moments?

• When have I waited for moments?

• What was the outcome?
Networking

• Networking is about meeting people to create a growing web (or network) of connections that you can rely on in the future at some point.
What is Networking?

- Cultivating relationships with others in a meaningful way

- Building a “bank” of contacts that provides support when you need it, and in return you help them when they need it

- Creating long term professionally rewarding relationships

- Staying in touch and helping others
Surround Yourself With Winners!

“The more people you help, the more help you’ll have and the more help you’ll have helping others.” – Keith Farrazzi, Never Eat Alone
Networking Plan

- Define your objective
- Focus on what you want to achieve and how people can help you
- Make a contact list
  - Who are you trying to connect with?
    - Existing contacts
    - New contacts
    - Leaders
- How are you going to meet people?
- What can you offer?
Importance of a Mentor

Mentors may:

• Assist someone new in a position
• Assist someone who has a new aspect to their existing work role
• Empower the mentee
• Enable the mentee to find their own way through a situation
• Be a sounding board
• Offer information (but not advice)
• Provide access to knowledge, situations or networks
• Question or challenge when appropriate
Mentors Advocate and Provide Opportunities

- Nominates the mentee
- Open doors & Advocate
- Provides opportunities and encourages mentee to take risks
- Introduction to networks and contacts
Mentoring Plan

1. How will you prepare for meeting with your mentor/mentee?

2. What can you do to start this new mentoring relationship off on the right foot?

3. What’s your plan for meeting with your mentor/mentee?
   - How often will you meet? (e.g., 4-5pm everyday is scheduled for mentoring)
   - How will you utilize the time with your mentor/mentee?
   - What strategies will you use to assure that your mentor/mentee is successful?
Create SMART goals, an Individual Academic Plan (IAP) or, Individual Development Plan (IDP)

- Articulate
  - Career needs
  - Specific goals
  - Accountability

- Clarify needs
  - Vision and Mission
  - What can mentors help address?
  - Outline and Timeline
Ways to Establish Trust

- Share appropriate personal experiences
- Acknowledge strengths and accomplishments
- Open and honest communication
- Encourage questions
- Ask for and be open to receiving feedback
- Meet for coffee/tea
- Eat a meal together
- Zoom/Webex Meeting
Benefits for Mentors & Networking

- Allows for giving back
- Active listening
- Sharing of knowledge and experiences
- Strengthens interpersonal relationship skills
- Learns about other areas
- Re-energizes mentor’s career
- Increase in self-esteem, confidence and self-awareness
- Helping another make positive changes and informed choices

http://www.management-mentors.com/resources/benefits-of-mentoring
Benefits for Mentee & Networking

- Increases self-confidence
- Takes better control of career
- Confidence to speak up and be heard
- Learns how to accept feedback
- Improves interpersonal relationship skills
- Provides important networking contacts
- Understands organization’s culture & unspoken
- Strategies to overcome setbacks or obstacles
- Career success

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• List 10 moments that have mattered to you...
Making Moments Matter

• What motivates this person?
• What is important to them?
• What energizes them?
• What do they love to talk about?
• What shuts them down or closes them off?
• What do they value?
Create An Action Plan

• Make two lists:
  1) People you want to meet and strengthen your relationship with
  2) People you want to meet
     1) Leaders at work
     2) Members of the community

• Network with a minimum of three people within the next month...

• Peer mentor/accountability buddy
  – Share your experiences

• Pay it forward!
Life Is About Moments
CREATE THEM
DON'T WAIT FOR THEM
**Resources**

*Never Eat Alone*, Keith Ferrazzi
https://hbr.org/2016/05/learn-to-love-networking

https://www.forbes.com/sites/biancamillercole/2019/03/20/why-networking-should-be-at-the-core-of-your-career/#1b771f541300


https://www.scienceofpeople.com/networking/