

Getting the Conversation Started

Nice to meet you, my name is...

How long have you been working there?

What does your significant other do for a living?

What do you do for that city/company?

Are you in any committees?

Have you seen the new Stillwater Bridge? I went on the APWA tour last month!

Where are you from originally?

Do you have any vacations planned this winter?

You went to the U? Do you think the gophers have a chance at a run in the NCAA this year?

It was great to meet you, here is my business card.



Who We Are

The APWA-MN Young Professionals (YP) Group is composed of fun and outgoing public works professionals interested in building new networking connections. The group gives members the opportunity to have fun, meet, and spend time with other public works colleagues outside of the traditional work setting. We understand that the public works community is fairly small and the odds of crossing paths with each other throughout our careers is fairly large. What better way to foster good working relationships than to meet and spend time with the people who will be our colleagues for years to come!

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HOW-TO NETWORK

A BRIEF GUIDE TO GETTING AHEAD AND MAKING CONTACTS



NETWORKING

Whether you are a seasoned professional or someone in the infancy of their career, networking provides the personal and professional relationships needed to flourish in today's job market.



For Young Professionals

Tips and Tricks to Networking with Seasoned Professionals & Potential Employers

Be Prepared

Show up to the event prepared to network and set a goal for yourself on how many new people you'll meet, including seasoned professionals.

Teamwork

Plan on meeting-up with a co-worker or fellow YP at the start of the event to get comfortable. Just remember not to spend the whole event with them, break out and meet some new people once you're comfortable.

Elevator Speech

Have a 2-3 sentence introduction to who you are. Include your name, and maybe where you work, what projects you're working on, or a fun fact about you.

Know Your Questions

Have 2-3 questions you're ready to ask of the professionals and not all about work. Find some commonalities you can relate to. See which college they went to, where they work now, where they are originally from, what got you interested in this field, if they like to fish...be relaxed and have a conversation!

Follow-up

Give them your business card, get their business card, send them a LinkedIn request with a personal message, or send them a nice to meet you email after the event

For Seasoned Professionals

Tips and Tricks to Networking with Young Professionals & Students

Be Prepared

Show up to the event prepared to meet young professionals. Consider a goal for yourself on how many new YPs or students you'll meet.

Keep an Eye Out

Don't be a stranger to younger members...remember that networking and conferences may be new to YPs and students. Don't be afraid to approach them if they look like they aren't engaged or don't know anyone at the event.

Get Them Talking

Think about questions that relate to where they are in their career or personal life.

Students:

Where do you go to school, what are you specializing in at school, what classes are you in, do you play any club sports, what do you do for fun, what got you interested in this field.

YPs:

Where do you work, what projects are you working on, do you go to the APWA YP networking events, where do you live, where did you go to school.

Introduce Them to Your Network

Consider grabbing a coworker or other professional and introducing them to the student or YP.

Give Them an Invite

Give them your business card, invite them to attend a session with you or sit by you at lunch.