

Networking Panel for the 2016 Pacesetters and Their Mentors

fwa.org/spotlight/networking-panel-pace setters/

Get there early. Find connectors. Get over yourself. Follow up, follow up, follow up. Pay it forward. This is what a panel of experienced networkers shared with the Pacesetters and their mentors when they gathered at Crowell & Moring on May 4th for a panel on networking facilitated by Linda Lerner.

Linda senior counsel at Crowell & Moring (and FWA senior leader and Pacesetter mentor) was joined by Leslie Green Principal at Roffe & Green, Preetha Chakrabarti associate at Crowell & Moring, and Marcia Nelson Founder and CEO of Deals and Divas who shared their insights and expertise into being an effective and successful networker. Citing personal examples, giving pointers for overcoming introversion, using the concept of “triangling” and recommending ways work networking into already hectic schedules were also amongst what was presented and discussed. Somehow networking seemed less daunting!

Many thanks to Linda Lerner for hosting this event and to the panelists for giving so generously of their time and expertise.

