

Industry Mentoring Program

AN INTRODUCTION TO SPEED NETWORKING:

We have altered the format of our annual event slightly by including a 45 minute Speed Networking session at the start of the evening. We hope that this will allow our Mentees to meet more Mentors and Industry Representatives on the night and help to expand their network and practise networking in a professional setting.

For those that are not familiar with Speed Networking it is a little like Speed Dating but for professionals. It is a structured process for facilitating introductions and conversation between people who do not know each other. It also allows for an ice breaker conversation with many people over a short space of time.

HOW OUR SPEED NETWORKING WILL WORK:

We have divided the room in to 4 industry disciplines and these are identified by colour:

Business - **Blue**

Health - **Yellow**

Arts, Education and Law - **Red**

Science - **Green**

- As each guest enters the room they will be allocated a name badge with a coloured dot that identifies their discipline.
- When the Speed Networking event starts the Mentors and other Industry Representatives will be asked to stand at their industry stations in the room.
- Once they are installed at their stations we will ask the Mentees to come in and take their place in front of a Mentor (if there aren't enough Mentors then Mentees will pair up)
- A bell will ring /MC will indicate that the 5 minute count down timer has started and the Speed Networking event will start.
- We encourage Mentee participants to have a short introduction ready, share business cards and have a list of questions that they might like to ask.
- After 5 minutes a bell will ring to indicate that the Mentees should rotate to the next Mentor and the process begins again.
- We would expect to have a maximum of 8 rotations in total.

TIPS FOR EFFECTIVE SPEED NETWORKING:

- The best way to make Speed Networking work for you is to know why you are there and what information you are looking for.
- Introduce yourself and exchange business cards before you begin. Your introduction could include preparing a short 30 second elevator pitch which outlines your education and plans for the future but remember keep it simple!
- Ending your elevator pitch with a question helps to open communication further on a two way basis.
- Be honest and show respect. Don't get so caught up in the speed element of it that you abandon courtesy. Ask your questions and show interest in the responses you get.
- It may feel unnatural at the start (for both parties) but believe me when you hit your stride you will feel more comfortable at getting your message across and receiving the information you came for.
- Create a lasting impression by showing interest, asking questions and perhaps sharing a memorable story from your experience in the program that can break the ice.
- Consider the questions you would like to ask such as:
 - What's your favourite part of your job?
 - If you could, what advice would you give yourself at my age?
 - What makes a resume stand out?
 - Do you have any favourite networking tips?
 - What impresses you most when you first interview a candidate?
 - What skills are most critical to succeed in the work you are currently doing?
 - Where do you see your industry going in the future?
 - What is the most challenging aspect of your current job?
- When the rotation is up shake hands and genuinely thank the person for their time and move along promptly.
- Follow up with all those you met by making the effort to drop a brief email or connecting with them on LinkedIn and continue to nurture the relationship in the future.
- Review how you performed. What went well, what would you do differently and how would you approach things next time? Learning through experience will help to build confidence and success in the future.