

2023 CSMFO ANNUAL CONFERENCE

BACK TO THE CAPITAL

SACRAMENTO

JANUARY 31 - FEBRUARY 3, 2023

Professional Development in a Post COVID World

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Hot Topics in Professional Development

- Agenda
 - Introduction
 - Networking
 - Engaging Superiors
 - Political Acumen



Networking

- What is Networking
- Social vs. professional networking
- Why network?



Networking

Tips every professional should follow

1. Invest time
2. Find opportunities
3. Set a schedule
4. Just pay for it
5. Look up the event in advance
 - a. Reach out to the hosting agency/individual
6. Go alone
7. Go for the loners
8. Volunteer to work at the event
9. Hang out by the food/refreshments
10. Follow up
11. Remember to have fun

Networking

- Managing your existing and new relationships
 - Keep an up to date list
 - LinkedIn
 - Initiate communication
- Body Language
- Are you an introvert?
- Extrovert?
- Conversation starters



Networking in CSMFO

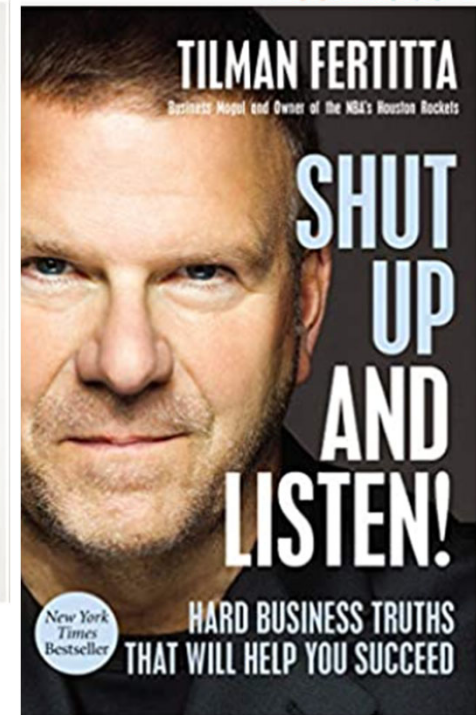
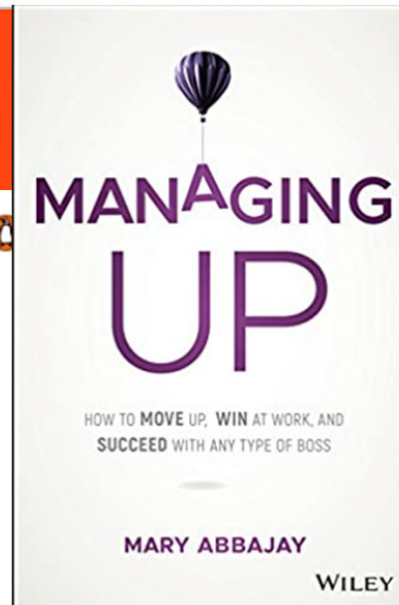
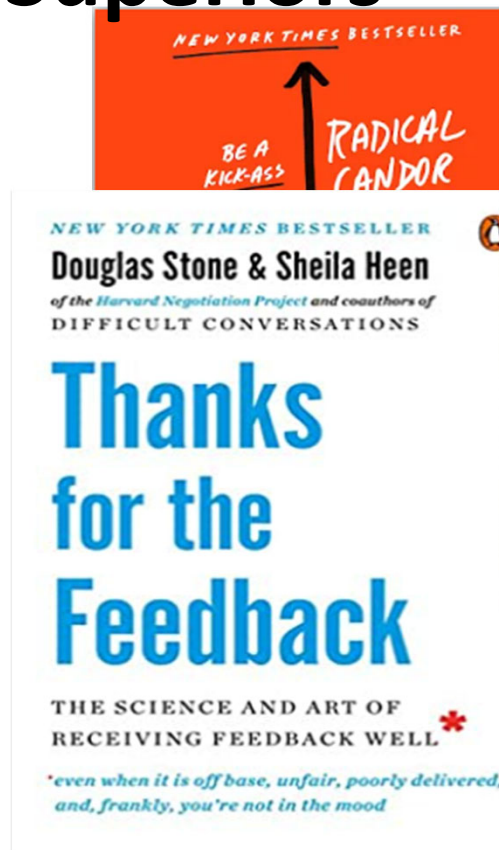
BE INTENTIONAL

- Chapter meetings
- CSMFO Cohorts
- Annual Conference
- Follow up with those you meet



Engaging Superiors

- Which superiors
- Why
- What topics?



Engaging Superiors

- Frequency
- Tone



Engaging Superiors in CSMFO

- Be curious and prepare questions
 - Work
 - Webinars
 - Conference sessions
 - Ask the Experts @ the CSMFO Booth in the Exhibit Hall
- Step into opportunities for learning
 - Projects with the community/Council/Board
 - CSMFO leadership
 - What is out there that you have been hesitant to do?

Political Acumen

- What is it?
 - Combination of competencies
- What about it?
 - Needs to be acquired and practiced
 - Learned through experience, observation, talking with others that are trusted and respected
 - Requires situational knowledge

Political Acumen

Top ways to demonstrate political acuity

- | | |
|---------------|--------------------------|
| 1) Integrity | 6) Transparency |
| 2) Roles | 7) Relationship Building |
| 3) Priorities | 8) Communication |
| 4) Trust | 9) Feedback |
| 5) Respect | |

Political Acumen in CSMFO

- Mentorship program
- Ask your network
- Ask your superiors/experts/leaders

Conference Challenge

Meet one brand new person each day of conference

- Exchange contact information
 - LinkedIn / CSMFO Conference App
- Intentional Follow Up Communication
- Share the outcomes with us, we would love to track your progress

Conclusions and Questions

- Networking
- Engaging Superiors
- Political Acumen
- All are important
- Not the end all to success in PD

Questions/Comments

- Professional Development





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