



Emerging Leaders Insights

December
2013

Becoming a savvy networker

By Susan RoAne

Eight Traits of a Savvy Networker

How can you build a power-network? First, start thinking of networking not as a WORK style, but as a LIFE style that can enhance your personal and professional life. Then develop the networking skills of the masters. To be a savvy networker:

- Look people in the eye and make them feel comfortable from the very first meeting.
- Ask questions and listen intently, rather than scanning the room for someone more important to talk to or checking a Blackberry for incoming messages.
- Stay in touch with people, especially when you need nothing from them.
- Be loyal and look out for your friends.
- Be easy to work with.
- Have an enjoyable presence and be at ease with both men and women
- Exude confidence.
- Offer to help before asked and do so when asked
- Embrace all people, not just the right people.

Know Who You Know

Everybody has a network. The important thing is to know who you know. Keep a database of your contacts and connections. Start with your Holiday card list, and work back from there. Think about all the jobs you've held and the different colleagues, competitors and vendors you've worked with. Think of the professional organizations and church or synagogue you belong to. Then recall the neighborhoods you've lived in, the people you went to school with and the clubs and organizations you to which you belonged.

As you go through this process, list the names of people you remember and who will remember you. Don't forget those who are on the periphery of your life, yet are a great source: your dry cleaner, local baker, barber/hairstylist, mechanic, children's teachers, etc.

Treat People as People not as Contacts

Establish relationships with the contacts you've made. Networking is a reciprocal process and should be done in the spirit of sharing that transcends the information shared. The best networkers reflect that spirit with a genuine joy in their "giving." In fact, they don't even know they're networking; they just refer, match, recommend and bring people together.

Know How to Ask for Help

Having a network won't get you the results you're looking for if you're afraid to ask for help. Whether it's for your job search, a specific project or a recommendation, most people are happy to help when asked. But how you ask is important. The best of networkers ask in a way that allows people to say yes? and gives them room to say no.

Savvy networkers are aware of their impact on others and behave accordingly. Keep tabs on your "favor bank;" know whom you owe – and who owes you. Remember, most people who owe you favors actually want to be able to clear the slate! The behavior we must master is a tenet of networking: to Ask for help and to Offer your help. If we don't, we will miss out on opportunities.

The late Sally Livingston, a pioneer networking advocate said it best: "Networking is not using others; it's a process of utilizing sources and resources and being one for others."

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Industry updates

The banking industry is always changing, here are some brief updates for you:

- The ABA has introduced Amplify, a new program to help promote the work your bank is doing to better your communities. The website contains talking points, sample speeches and letters, guidelines for using social media and much more. Visit the website at www.amplifybankers.com;
- There is a new infographic on front page of www.oba.com that highlights the impact banking has on the state. Take a look at it and feel free to share it and use it as talking points with your customers;
- The political environment in Washington continues to worsen, which means that legislative efforts to secure meaningful regulatory relief for community banks are going to be difficult. But there are a number of state bankers associations – including your OBA – that are continuing to push the fight on minimal relief efforts. Specifically, those efforts pertain to the residential real estate lending process. We may have to call on you to lend a hand when the time right. Please stay tuned!

Emerging Leaders notes

- To date, there are 142 members;
- The first event is the lunch on Dec. 10 at the OBA Harris Events Center. Megan Williams with the Fed will be joining members to discuss the current economy and banking industry;
- Plans are underway for lunches in the first quarter of the new year. As of now, there will be lunches in Tulsa and Oklahoma City. As soon as information is available, it will be shared with members; and
- Let us know what topics you would like discussed at the lunches. Remember -- this is YOUR group. Let us know what you want out of it.

Dates to remember

December

- 3 - FDIC Banker Outreach/ Director's College, OKC
- 5 - Bank Security Management Seminar, OKC
- 10 - Emerging Leaders Lunch, OKC

January

- 1 - New Year's Day
- 15 - Compliance Roundup, Operations, OKC
- 16 - Compliance Roundup, Lending, OKC
- 20 - Martin Luther King Day
- 22 - Compliance Roundup, Operations, Tulsa
- 23 - Compliance Roundup, Lending, Tulsa



from everyone at the OBA

No matter how busy you are...

By Jim Rohn

***Note: This is an older article but one readers still might find interesting.*

No matter how busy you are, make sure and find some time over the next two weeks to reflect, think, give and plan.

The week between Christmas and New Year's is the ideal time for this. Try and slow things down. Spend time with the ones you love and care about. Take some time to talk with your spouse and kids about goals and dreams for the year 2004. Use this as a time to recharge your batteries (and not just by watching TV the entire time) and with excitement think about a handful of changes or additions you want for your life in 2004.

I believe you will find the act of reflecting, thinking, dreaming and planning (with your family) to be one of the most important exercises you can do that will positively impact the next 12 months.

And remember, do not neglect to commit yourself to set this time aside or you will find that the business of life can and will get in the way.

So let's all take a moment to gather up the past year of victories and defeats, growing as well as those times of stagnation and use it to wipe a clean slate and thoughtfully design the next year the way we truly desire it to be.

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MEMBER SPOTLIGHT

Taylor Skouby

Taylor Skouby, loan review officer at The Bank of Kremlin in Kremlin, is an Emerging Leader you will want to get to know.

As you get to know Taylor, it may surprise you to learn she grew up on a farm and you can find her driving a combine during harvest. In addition to her interest in the agricultural industry, she enjoys traveling and recently has started getting into photography.

With the holidays fast approaching, she will probably take time to enjoy her favorite movie, National Lampoon's Christmas Vacation, with her husband, Eric. She also enjoys cooking, so she may be able to suggest a recipe if you are struggling to find something new to make.

Each month in this section we'll highlight a member of Emerging Leaders. Would you like to be spotlighted? Do you know someone that should be spotlighted? Let us know at kristin@oba.com.

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