

Improving Your Net(working) Worth: October Chapter Meeting Review

by [Lynnette Reveling](#)

The October 21, 2004, STC RMC chapter meeting was held at a great new location, the Four Points Sheraton, in the Skyline Ballroom with a gorgeous view of downtown Denver. Thirty-five members and visitors enjoyed the wonderful hors d'oeuvres and mingled while playing Networking Bingo. That scrumptious chocolate cake energized many into filling their bingo cards. A student was the first to shout "Bingo" and won the \$25 Barnes & Noble gift certificate.

Our program panel for "Networking with the Networkers" included Marella Colyvas, Anne Halsey, Lynnette Reveling, Martha Sippel, and Frank Tagader.

- Lynnette Reveling kicked it off talking about the basics of networking within a large corporation. She suggested just saying "Good Morning" to everyone and eventually you get to know these people. Another great leveler is to volunteer and help with employee functions; you often rub elbows with that V.P. who might be your next boss.
- Marella Colyvas followed with another model within a large corporation where you need to bid for the job on each project, which makes networking vitally important.
- Martha Sippel discussed how to sell yourself and your skills to prospective clients. She emphasized that you should focus on what is important and provide solutions to problems. By seeking ideal clients, selling your integrity, and finding your market niche, selling yourself is easier. Network and find people to collaborate with you to achieve success. Plan ahead by anticipating questions or areas of concern and prepare good questions to ask your prospective clients.
- Frank Tagader provided pointers on using STC and specifically this chapter as a resource. Here you can find people to work for, find people to work for you, and find people to work with you on projects.
- Anne Halsey wrapped it all up by talking to us about being a "node" (i.e., the connecting point) and describing herself as the shy type who networked herself into a wonderful job referral resource.

The entire evening highlighted and promoted the importance of building and using a network within our Rocky Mountain Chapter.