How to Network at your National Meeting

Sharon Levine, MD
Professor of Medicine, Geriatrics

Tuhina Neogi, MD, PhD
Professor of Medicine and of Epidemiology, Clinical Epidemiology and Rheumatology
A little bit about us…

• Clinician Educator
• Clinician Investigator (clinical research)
Outline

• Benefits of networking
• Personal goals for networking
• Strategies for networking
• Developing an “elevator pitch”
• Making a commitment
Benefits of External Networking

• Professional development
• Scientific collaborations
• Promotions
• Committee work
• Job opportunities
• Peer mentoring
• External mentors
• Lifelong friendships
Benefits of Internal Networking

• Opportunities within the institution for career development and advancement
• Inter-disciplinary research
  – ARCs (Affinity Research Collaborations)
• Decrease ‘silos’
  – Local peer networks
  – Local mentors from other sections
Personal goals for networking

• What is the purpose of meeting a particular person?

• What do you want to get out of the relationship?
Strategies for External Networking

• Consider which meetings you wish to attend
  – Review schedule ahead of time
  – Formal networking events

• Business cards
  – Jot down your particular interest or connection on the back of your card
  – Follow-up with email

• Ask your mentor to make introductions
Using the Meeting Program


Strategies for Internal Networking

• Committees
• Emelia’s dinners
• ARCs
• Faculty Development and Diversity workshops
• Career development programs
Special considerations regarding potential research collaborations

• Don’t “spill the beans” prematurely
• Need to gauge interest, complementarity of resources
• Need to consider “WIFM”: “What’s in it for me”
  – What will this collaborative opportunity offer them?
Introducing yourself

• Develop and practice an elevator pitch
  – Be concise!
  – Who are you? What is your objective in trying to meet this person?
  – Consider name-dropping your mentor if that may help make the connection
Elevator Pitch

- Handout + exercise
Make a commitment

- Do your elevator pitch
- Decide how you will use your meetings for networking
- Ask mentor or other colleague/faculty to introduce you to someone
- Email someone with whom you’d like to collaborate