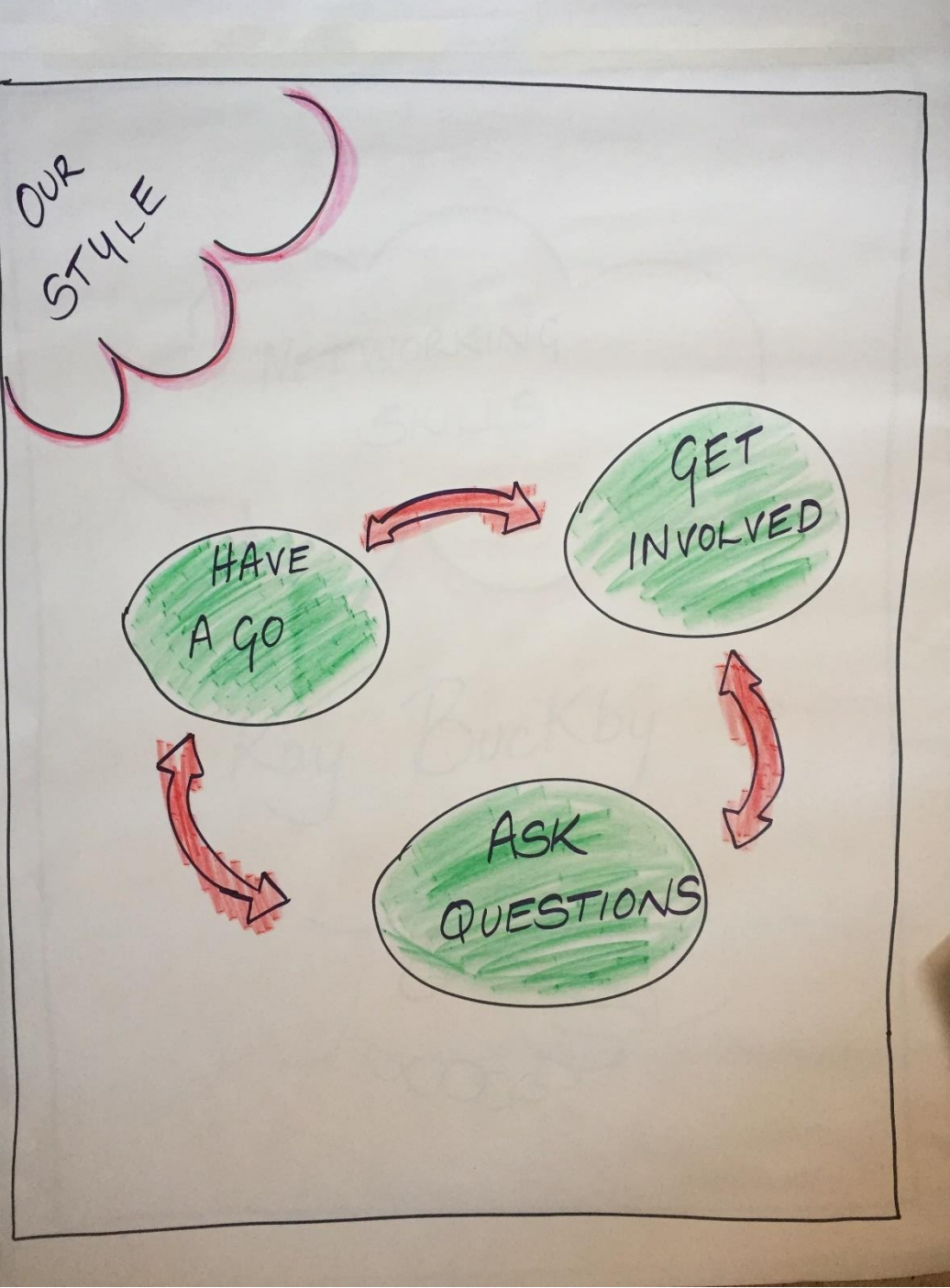




www.thedevco.com





Why network...?

The benefits...just a few...

Stanley Milgram's 6 Degrees of Separation theory...Who do you want to get to know?

For ideas to adapt

Your PR, news, updates

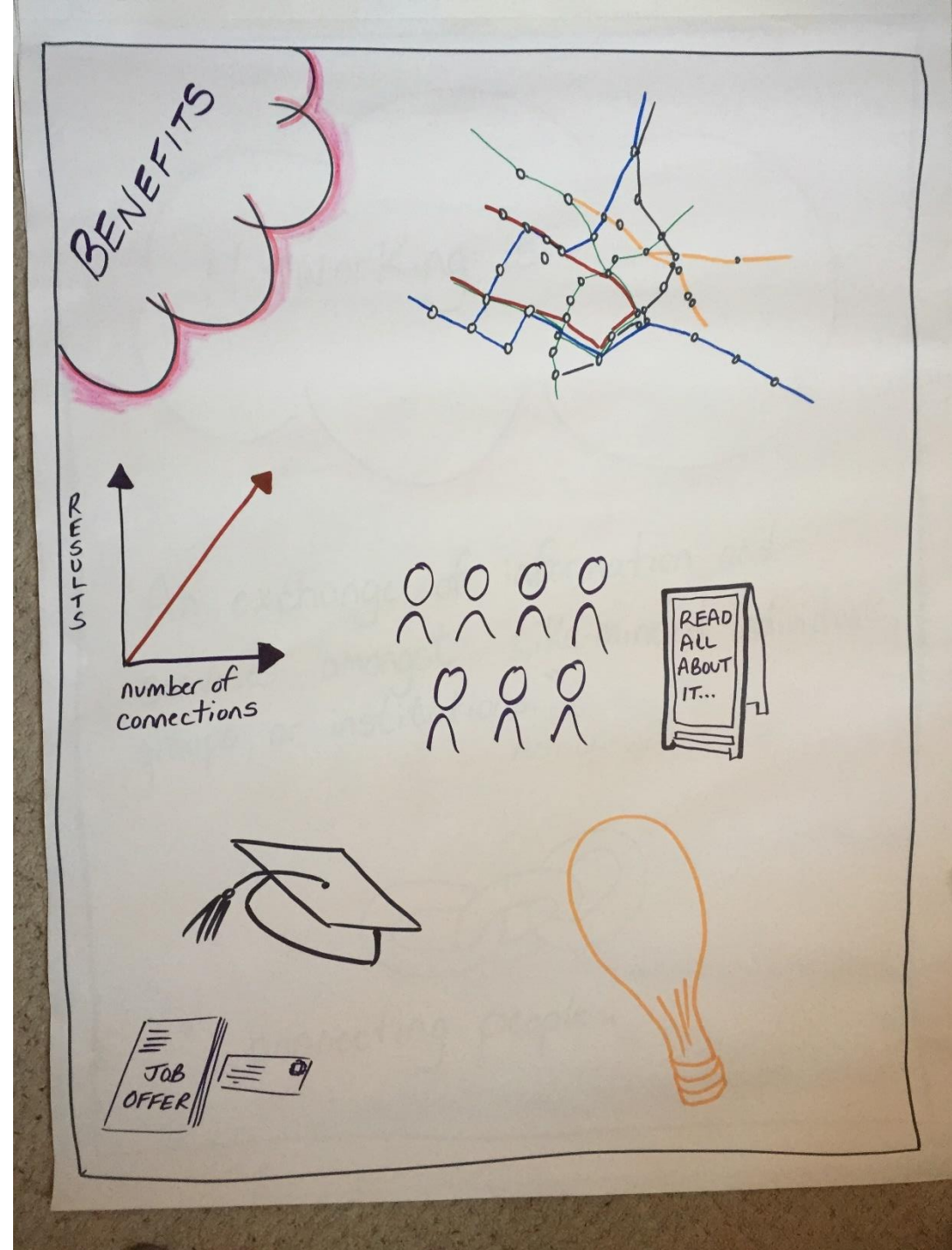
Benchmarking yourself

Social reasons – getting out of the office!

Getting a job (80% candidates in ABC survey said networking was the method used for getting their new job – up from 40% in 2011)

For knowledge and skills sharing

All of us are sales people...connecting people



Networking as a word

Can strike terror.

Change it to...

- Meeting new people
- Sharing stories about life, the world, the universe
- Being nosy and finding out what other people spend their time on, enjoy, fear etc
- Listening...
- Sharing...
- Etc...



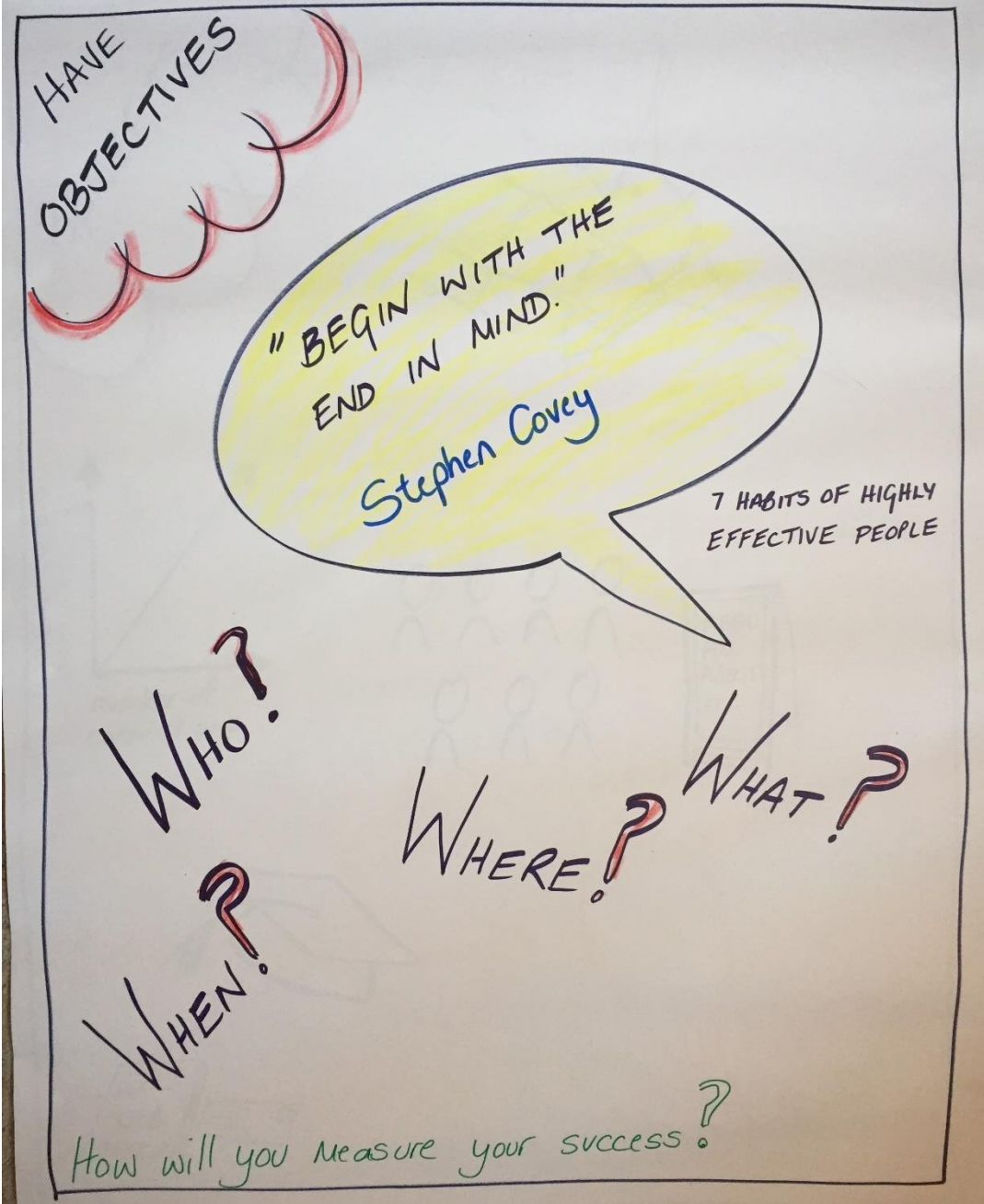
Networking is...

"An exchange of information and services amongst like-minded individuals, groups, or institutions."
merriam-webster.com



"... connecting people..."

Planning is the key –
have a goal for each
event



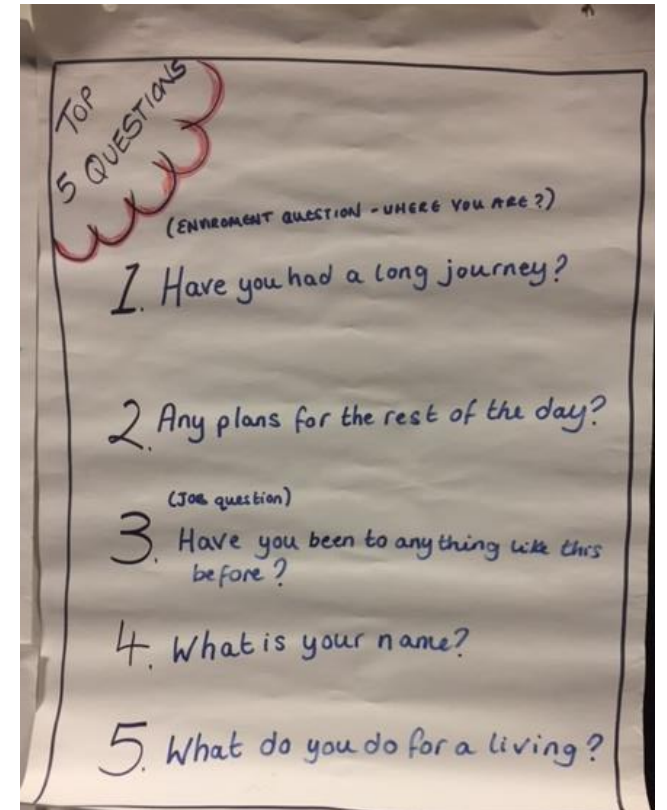
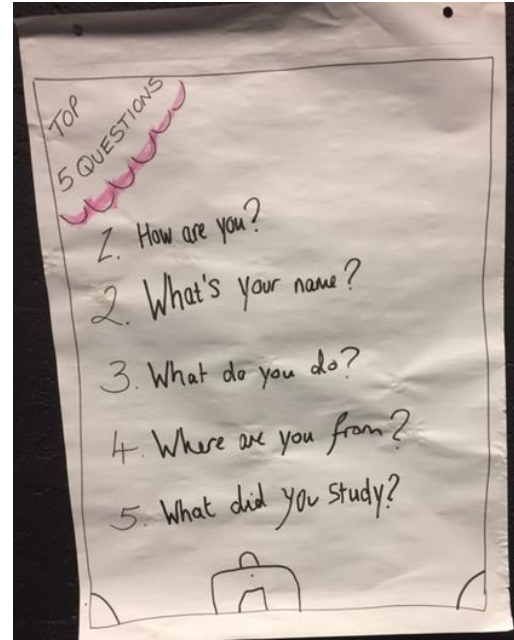
Questions

Tailor to the group you are with

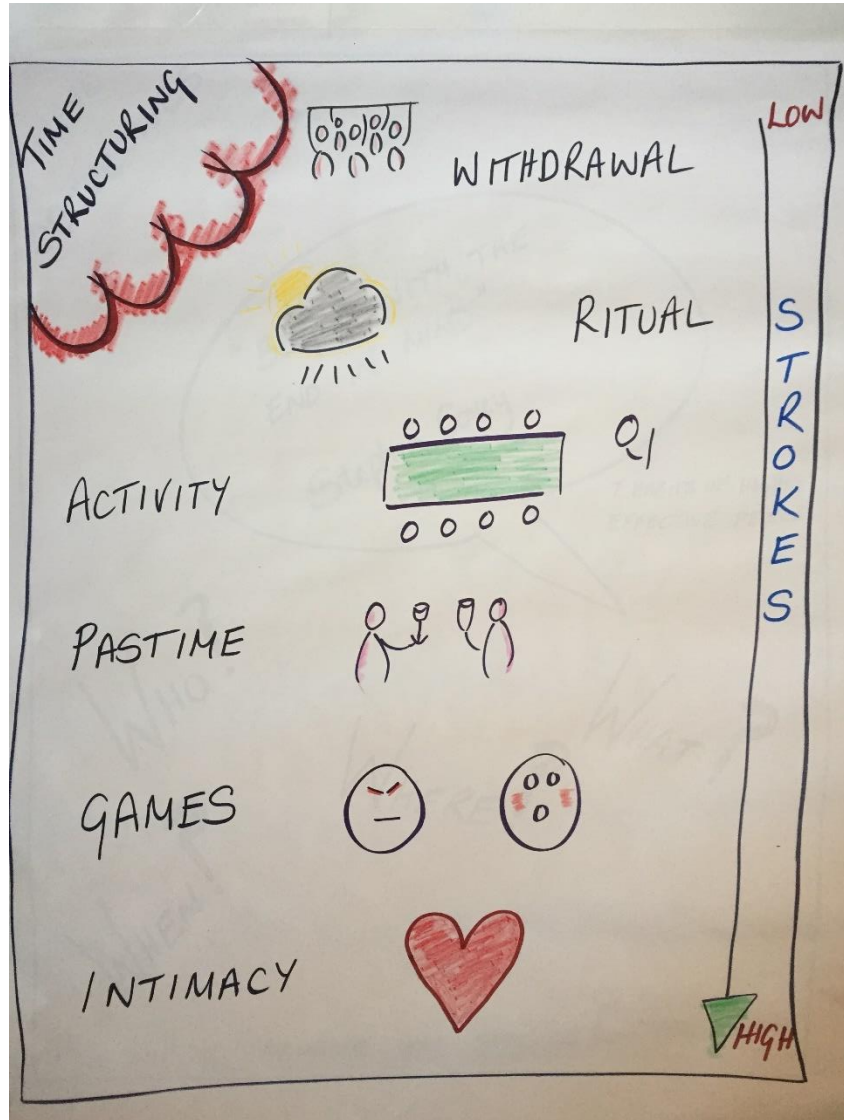
Listen to other people's questions and if you like them, write them down so you remember them

Open questions encourage dialogue: Describe, what, how...

Use the 'fantasy' question to break the ice if there is an 'uncomfortable' silence: e.g. "If you could retrain in any other job...what would you do...?"



Ritual and Pastime - Have small talk ready (schmooze...)



Schmooze topics...

Light and easy stuff that will open up a conversation.

What is topical (I said light subject!)

For instance...

Best holiday memory

What did you want to be in life when you were aged 8½?

What age were you when you had your first crush?

Best Christmas/Birthday present

Favourite film...when you were 10...now

Topical is good – Friday 13th, Queen's 90th etc

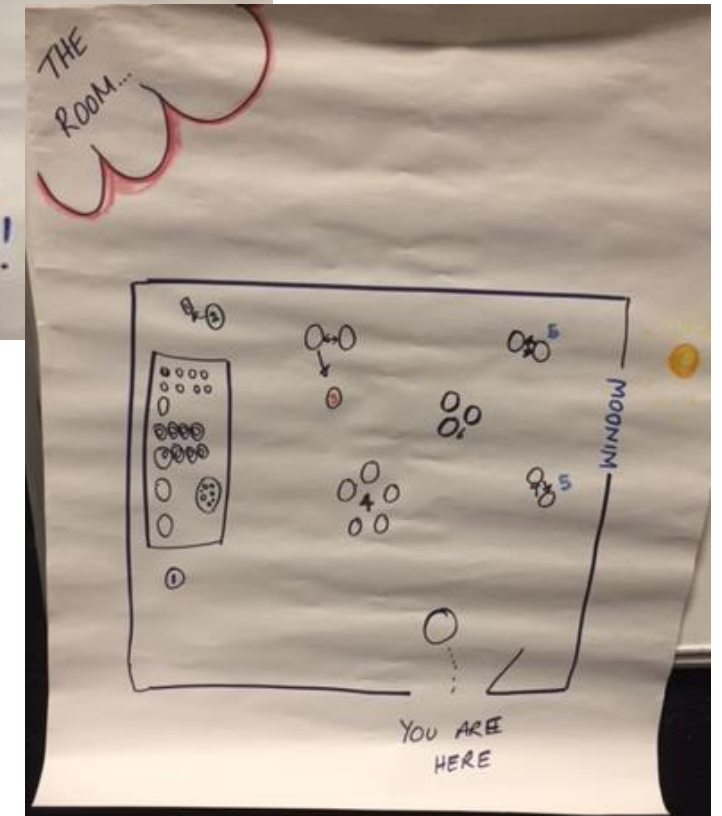
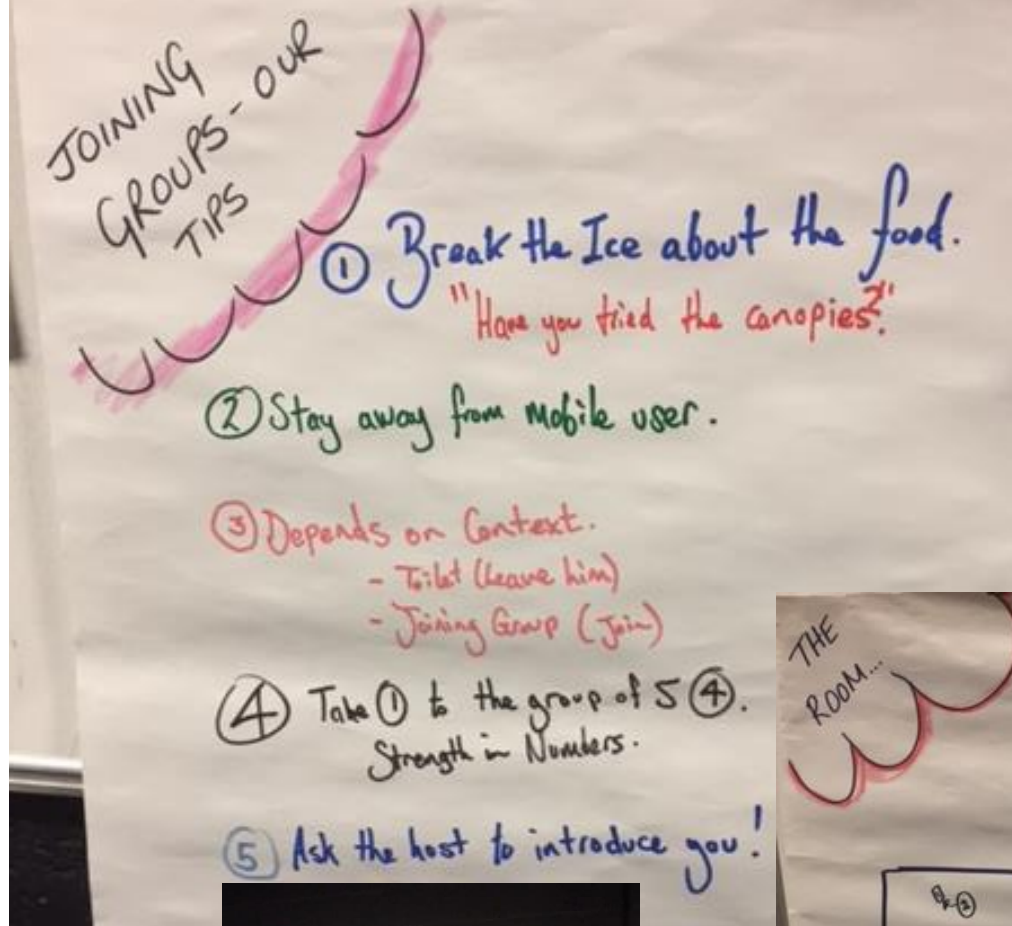
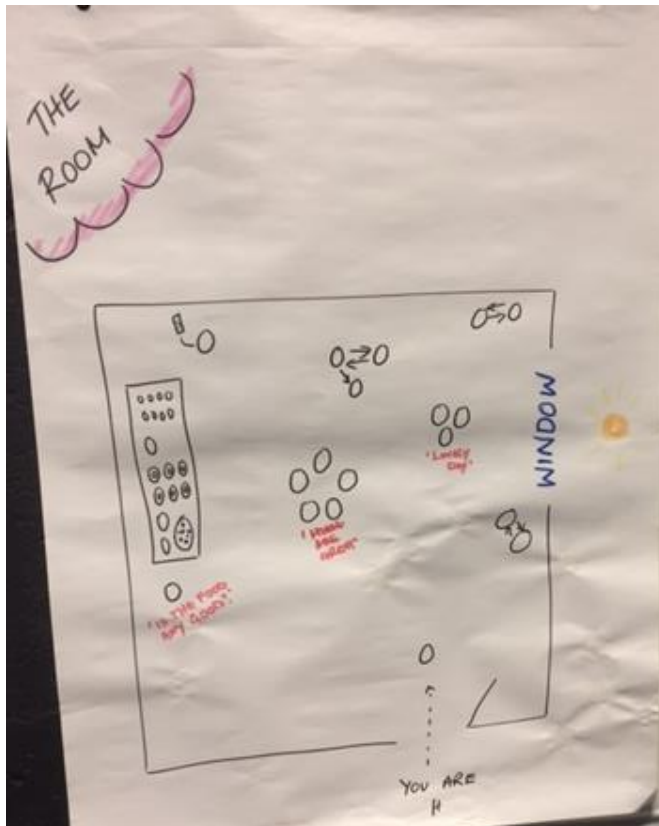
Joining Groups

Joining:

Stand confidently and someone will join you

Rehearse your group entry, so it is natural

Think of how you leave friends at a party...

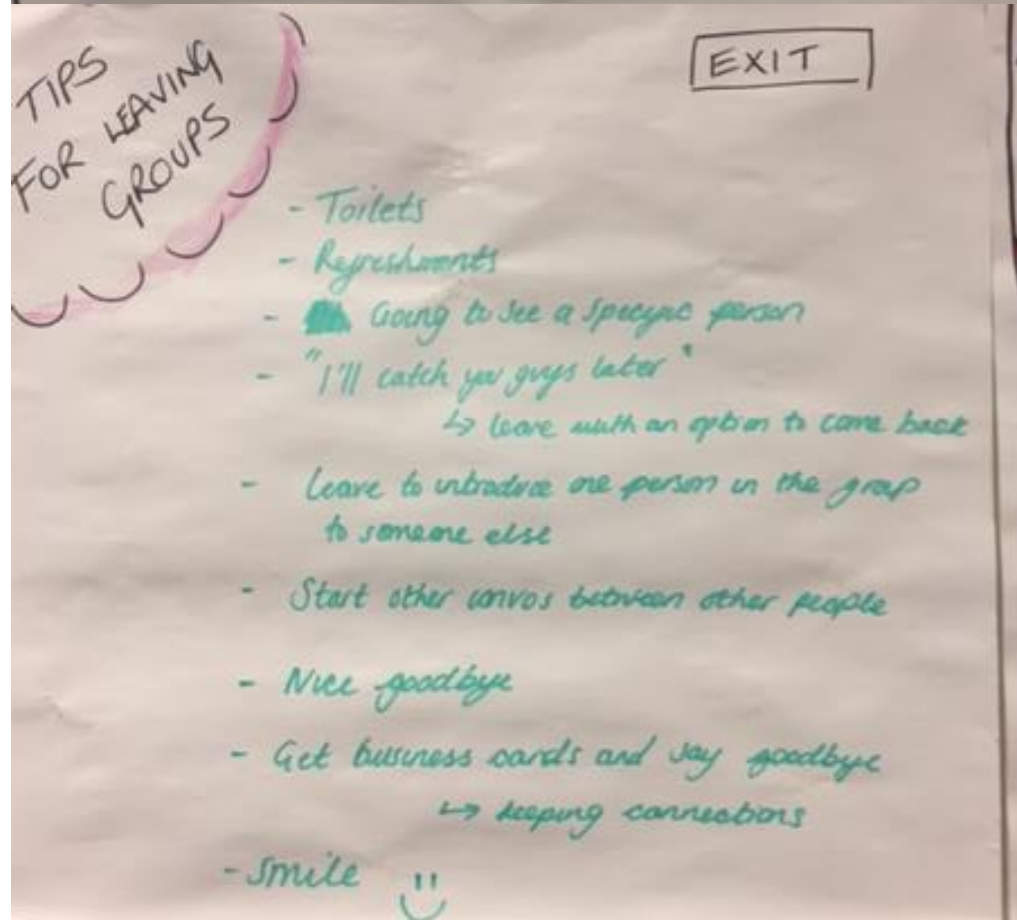
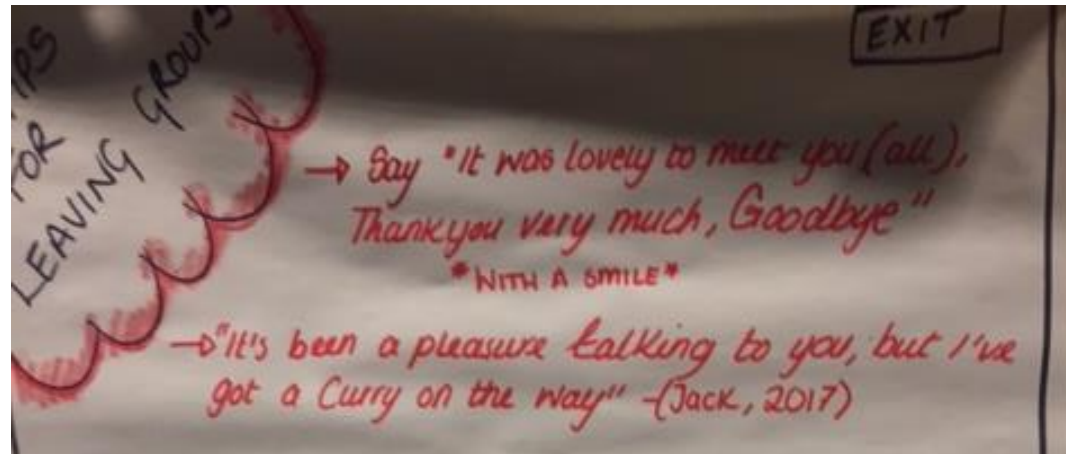


and Leaving Groups

Leaving:

Say "It's been great hearing about.... I've just seen someone I'd like to catch up with... see you later."

Rehearse your group departure, so it is natural



ELEVATOR
PITCH

AUDIO LOGO

A soundbite to get interest

ELEVATOR
PITCH

30 seconds to
leave a memorable
impression

You Know How...

... WELL, WHAT WE DO IS...



YOUR PITCH

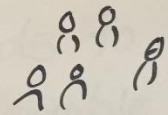
✓ Small groups...



✓ Individuals write on pitch



✓ Say to rest of group




✓ Nominate 1 person to say to whole group




How do we put others at ease?

- Be yourself (be authentic)
- We buy from people we like
- We are more likely to help someone we remember for positive reasons
- Learn the art of small talk to help ease people into talking
- Avoid talking work...it's about getting to know the person
- Be authentic (repeat) – find your own style



 **Jennifer Etherington** @Eth_Jennifer · Jan 16
The #networking talk led today by @Kaybuckby inspired me to write my first ever tweet. Hello Twitter!

 **Lewis Hodson** @LewisHodson1412 · Jan 16
Just had a great networking workshop with @Kaybuckby. Really concise and relevant to an actors life. Working on my pitch now.



Networking is about giving...
what can you give?

These could be Top tips...
How to guides...
..a great app...
A useful resource site...
...a useful book to read...
...the TED talk to end all TEDs...
...your know-how...



Kundai Kanyama @KundaiKanyama · Jan 16

Had a Networking talk with @Kaybuckby. I'm set for life now, no more bad conversations. Well...maybe the odd few.



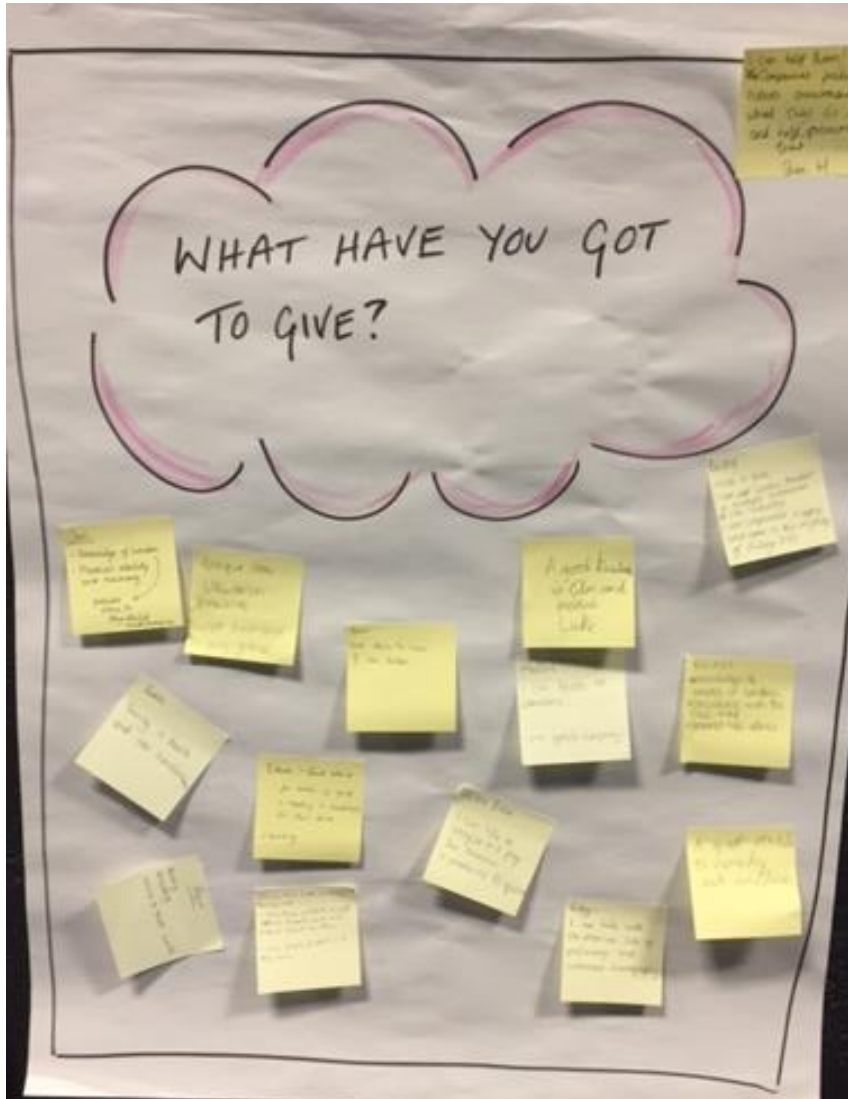
April Lissimore @LissimoreApril · Jan 16

Great start to the week by attending a really insightful workshop on 'Networking Skills' with the lovely @Kaybuckby of @thedevo1



“Give to receive”

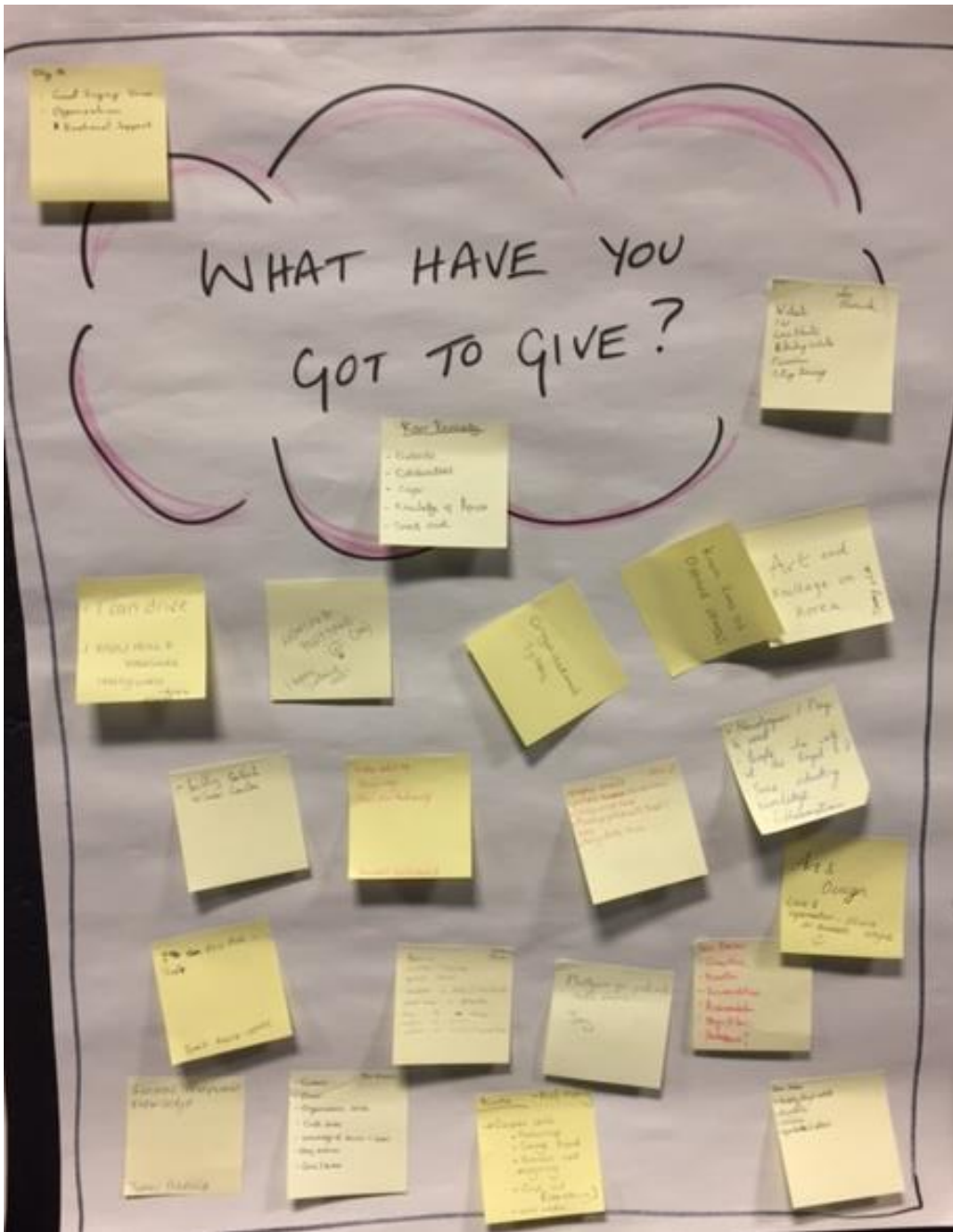
Networking is about giving... what have you got to give. (Give to receive principal)...



- I can help actors/companies produce videos showcasing what they do, and help promote that. (Ben H)
- I am an actress trained in multiple techniques of the industry. I am confident, happy and open to the majority of acting jobs. (Becky)
- A good knowledge in film and music (Luke)
- Knowledge of London – possible place to stay whilst auditioning. Musical ability and teaching. (Jen)
- Naturalism training. Wide experience in my field.
- I can ride a unicycle and play the harmonica. In possession of DJ equipment (Chris Drew)
- I can help with the physical side of performing and movement choreography. (Vicky)
- A great attitude to comedy and confidence.
- Knowledge of areas in London. Confidence with the tube map. General life advice. (Rachel)
- Good advice for music if group is needing a soundtrack for their piece. Writing. (Steve)
- Acting. Directing. Voice and text work. (Ryan)
- Training in health and role transformation (Ruerk)
- Good advice for music. I can drive. (Luke)
- I can drive to locations. I am great company ☺ (Hellie)
- I can train people in mixed martial arts. Strengthen a persons mental approach to work and personal aspects of life. Give people support and my time.

Group 2





- Website, car, comic talents, networking contacts, microphone, acting training. (Lee Hancock)
 - Art and knowledge on Korea (Tommy Elle)
 - Know lots of different places.
 - Monologues/plays to read. People who work at the Royal and Derngate. Some industry knowledge.
 - Collaborations.
 - Art & design. Love and information on animals. (Olivia Noyce)
 - Organisational systems
 - Contacts. Collaboration. Knowledge of Africa. Great cook. (Karr Kennedy).
 - Lighting, plotting. I know Scotland well. (Jess)
 - I can drive. I know Hull and Yorkshire well. (April Lissimore)
 - Video editing. Steel pan tutoring. (Lauren Williams)
 - Platform for podcasts, radio shows. (Jay)
 - Connections. Promotions. Recommendations. Accommodation. Plays/film. Shakespeare. (Ben Barton)
 - Marketing through contacts. Accommodation. Confidence. Opportunities to network. (Lewis Hodson)
 - I can keep people in shape. (Daniel Amrose-Jones).
 - Computer skills – Photoshop, garage band, business card designing, final cut (video editing), other
 - Media. Proof reading. (Kundai)
 - Contacts. Organisation skills. Craft skills. Knowledge of towns and cities. Play archive. Cook/baker. (Jen Moore)
 - Building contacts in/near London.
 - Musician. Composer/songwriter. YouTube Channel. Contacts in London/Sheffield. Experience in directing. Good with social media, i.e. Twitter. Advice on music./singing/acting. (Sam H)
 - Peoples emails. Possible auditions Disney World help. Makeup products that I like. Harry Potter trivia. (Jess B)
- Good singing voice. Organisation. Emotional support. (Olly M)


Group 1

We can all help each other...


Think of the help you need, And ASK FOR IT!

- If you know any learning and development people....
- Next event 31 March at Volkswagen Group, MK
- www.trainer-net.com
- Thanks, from Kay

Know any trainers, coaches,
Learning + Development People?



www.trainer-net.com



@trainersnetwork

WE CAN ALL HELP...

What help do you need?

- Training on websites. (April Lissimore)
- Audition monologues. Help with running a theatre company. (Jess B)
- Filming showreel (Jess)
- Editing voicereel (Jess).
- Websites/computer literate. Personal and social confidence. Humour in social interactions. Writing and directing. Trivia knowledge. (Lewis Hodson).
- Knowledge of IT (Jen Moore)
- Keeping organised with my information (Daniel Ambrose Jones)
- Knowing peoples names.
- Knowledge of Manchester. Stage combat expertise.
- Each other, not go read. (Tommy Elle)
- Video and sound editing. (Olivia Noyce)
- Monologues for auditions. Transport to auditions. Networking events. Editing showreel. (Karr Kennedy)
- Help with social media presence. (Jamal Franklin)
- Collaborators (Jay)
- Auditions. Pieces that suit us. People to contact, such as agents/casting directors etc. Any opportunities.
- Editing voicereels. (Connor)
- Need help with line learning. Writing formal things. Essays.
- Singing. Personal diet. Writing (creative). Plays (know very little). (Kundai)
- Using Twitter wisely (Olivia Noyce)
- Contacts. Point of { }. Play/TV archive. (Lee Hancock)
- Contacts. Opportunities. Car/travel (Ben Barton)
- Finance. Finding opportunities and taking advantage of them. (Olly M)



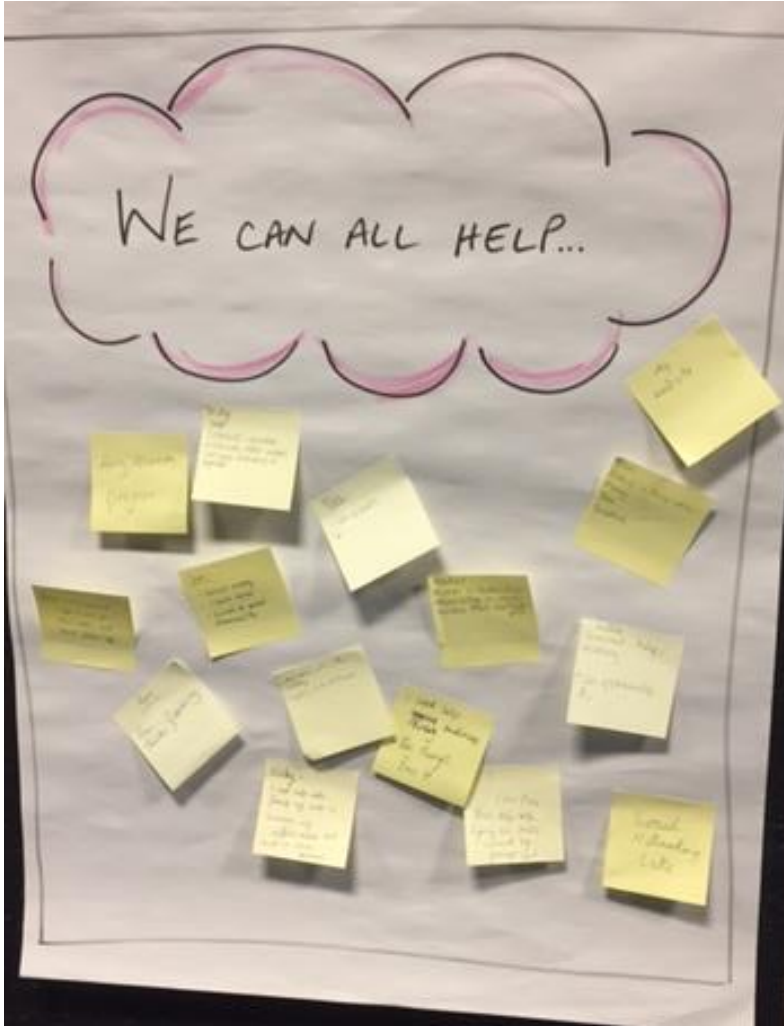
Steven Croydon @StevenCroydon · Jan 16

Thanks to @Kaybuckby for coming in and chatting to us today, very helpful advice on networking



2





What help do you need?

- My website.
- Editing & filming advice. Money. Jobs. Connections. (Liam)
- Voiceovers (Ruerk)
- Contacts – Directors, producers, other actors, casting Directors and agents. (Becky)
- Any upcoming projects.
- Connections/opportunities for showreels and short films etc. (Steve)
- Film & theatre opportunities (Ryan)
- Social anxiety. I can't drive. Links to period dramas/TV (Jen)
- Connections within the industry. Jobs and paid work.
- I need help with filming my work to showcase my abilities online, and build an online presence. (Vicky)
- I need help finding auditions for things (Ben H)
- Showreel help/recording. Film and TV opportunities (Hellie)
- Social networking (Luke)
- Needs help with figuring out audio software e.g. garage band (Chris Drew)
- Links to Eastenders. Knowledge on areas other than Northampton. (Rachel)



Lee Hancock @LeeHancock1995 · Jan 17

Had an interesting talk on Networking with @Kaybuckby yesterday now back to reading plays. #TalkingToTerroists



1



2



Social networking works...

- Let's keep in touch
- Tweets are great #affirmations matter

The follow up is often the weakest part of networking.

Make time for before, during, after the event.

**Always thank people who take the time to connect you,
help you, and enable you to achieve any goals.**



Follow me on Twitter @kaybuckby for tips and @thedevo1

Facebook.com/thedevo1

Linked In:

<https://www.linkedin.com/company/the-development-company-limited?trk=biz-companies-cym>

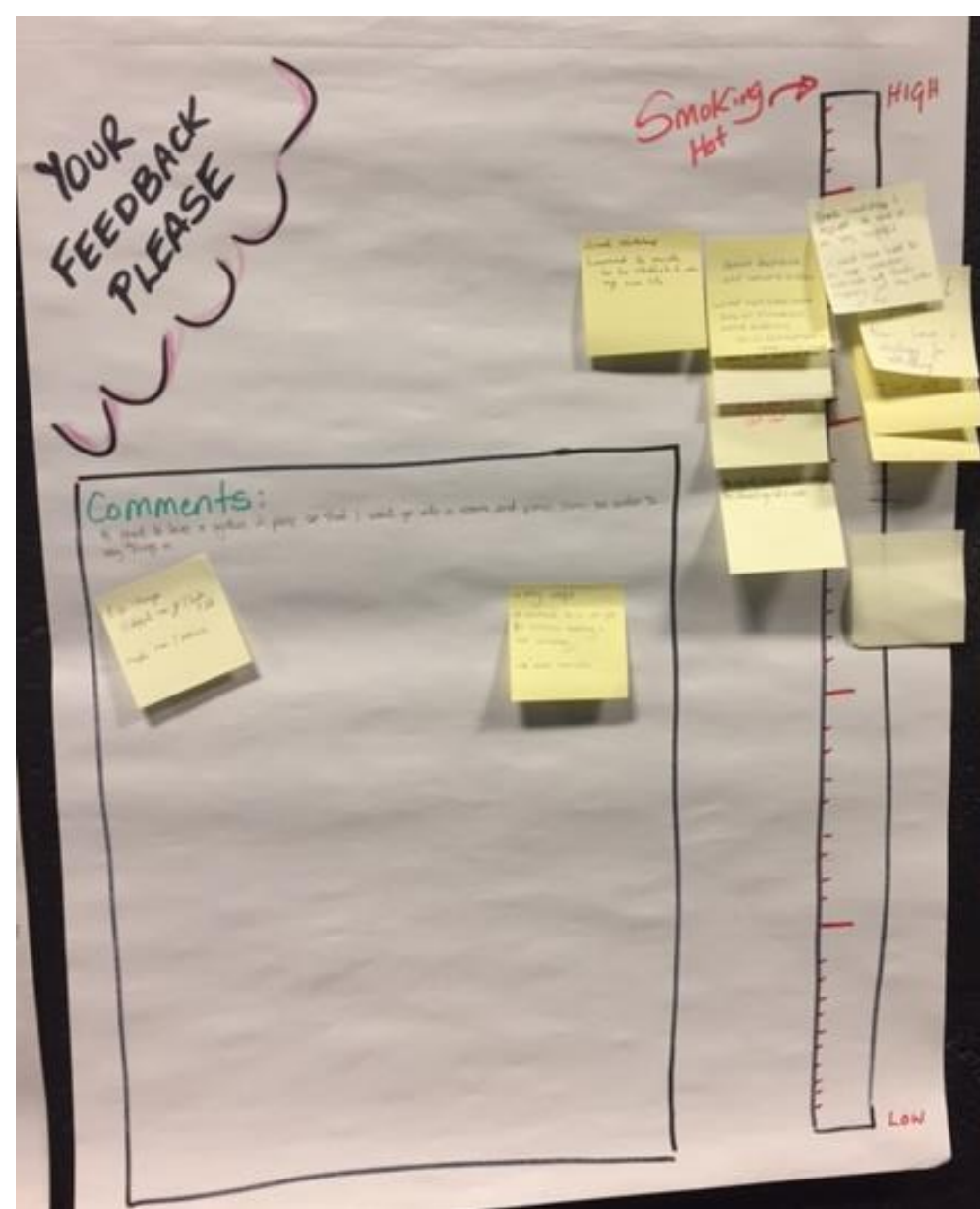
Email me with questions

www.thedevo1.com

kay@thedevo1.com

Tel: 01604 810801

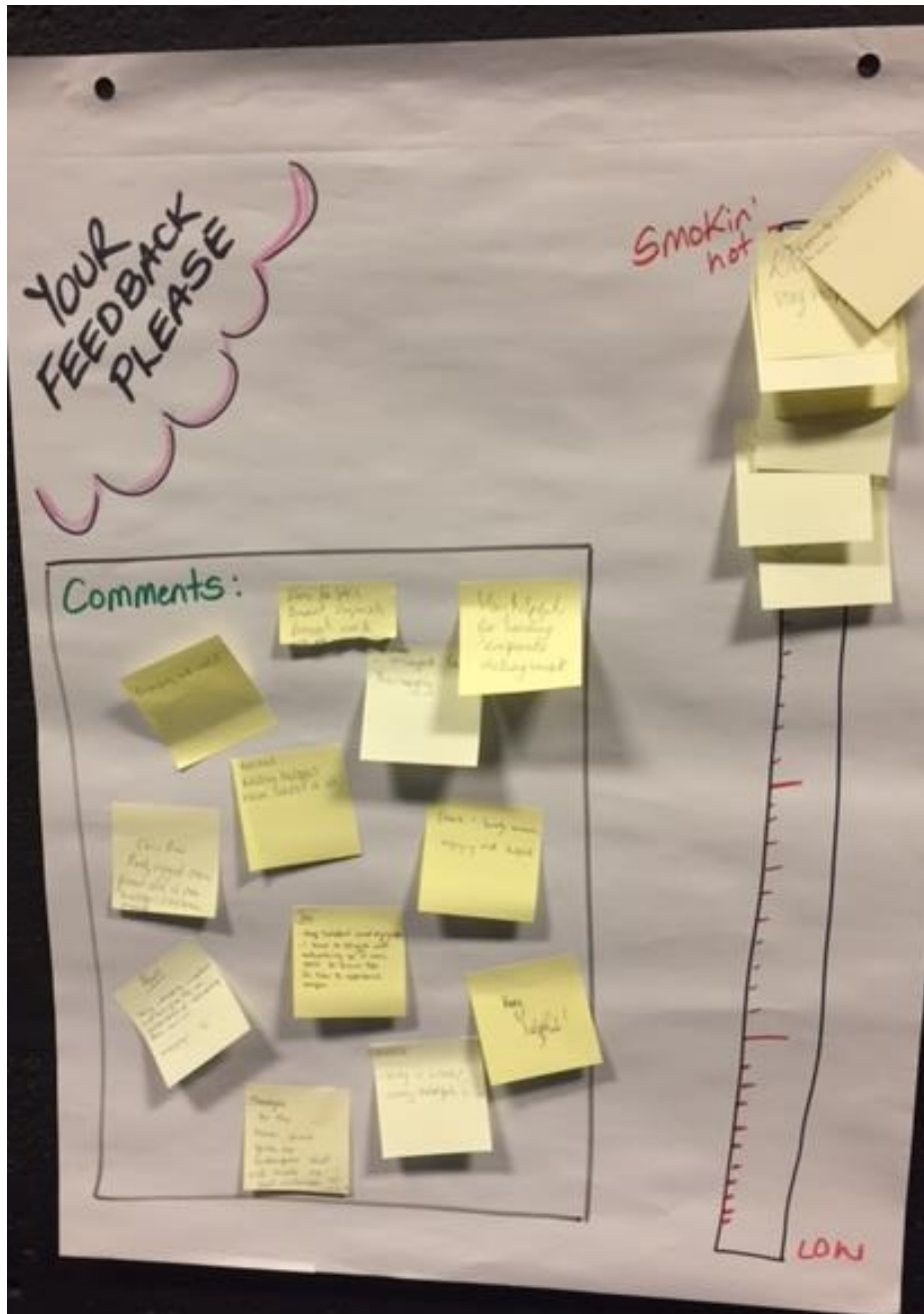




- It's great to have a system in place so that I won't go into a room and panic
- – there is an order to say things in.
- Very useful. Universal skills, not just for business meeting and networking.
- Eye opening. Helpful use of elevator pitch. Maybe more exercises
- Great workshop
- Learned so much, need to establish it into my own life
- Great feedback and network session. Would have liked more time on discussions about different social atmospheres. (April Lissimore)
- Great workshop, I enjoyed it and it was very insightful. I would have loved to do more interaction exercises, but that's just the actor in me.
- Very useful and informative. Now have strategy for networking.
- I thought it was very useful. I learnt a lot.
- Really informative. Opened a lot of questions. (Lauren Williams)
- Good, confident delivery. Engaging. Speak a little louder at times.
- Very clear how to approach people. Good failsafe plans to chit chat.
- Very enjoyable, did not extended to unnecessary time. Concise and very full of content.

Group 1





- Extremely helpful and easy to follow.
- Wonderful! Very helpful
- Engaging and useful.
- Very helpful for landing corporate acting work.
- Enjoyed today thoroughly (Ruerk)
- Very helpful
- Lovely woman, engaging and helpful (Steve)
- Kay is lovely! Very helpful ☺
- Very helpful and enjoyable. I tend to struggle with networking, so it was good to learn tips on how to approach people. (Jen)
- Thank you for the session, you've given me techniques that will make me feel comfortable networking.
- Very interesting, important and has given me an awareness of networking from now on. (Ryan)
- Really enjoyed session. Gleaned a lot of new knowledge I didn't know previously. (Chris Drew)
- Really helpful. I have learned a lot. (Rachel)
- Very helpful towards corporate based work.

Group 2

