

Notes from March 2009 Roundtable Discussions:

The March meeting is our annual roundtable workshops and networking meeting.

Each round table addresses a topic and has a facilitator. Participants share ideas and learn from each other. Each group's summary is presented to the entire audience at the end of the evening. Here are this year's notes:

Dealing with a Down Market

- Diversify your residual income
- Network for social/business building
- Have speaking engagements
- Do volunteer work in the area of expertise
- Teach Continuing Education classes

Networking in Today's Economy

- Spend more on promotion/ads this year
- Join Chamber of Commerce, networking groups, brown bag lunches
- Have a vendor table at events
- Get a phone book listing (Verizon) yellow pages
- Use tools and resources that are available
- Build relationships
- Pick the groups and organizations based on their "personality", understand the function of the group.
- Use email contacts such as "Constant Contact"; LinkedIn; monthly contact...and be consistent
- Do volunteer to get your name out

Goal-Setting

- Goals should not be too general, you need specifics
- Goals must be measurable
- Have your goals written down and look at them every day
- Have daily "to do" lists
- Have deadlines
- Set time limits for yourself to help accomplish goals and treat yourself once the job is completed!
- Set and use auto response for emails as a way of controlling interruptions to work
- Do what you can control
- Share your goals, it helps hold you accountable
- Speak as if your goal has already been accomplished
- Use your goals as a road map to where you want to go