

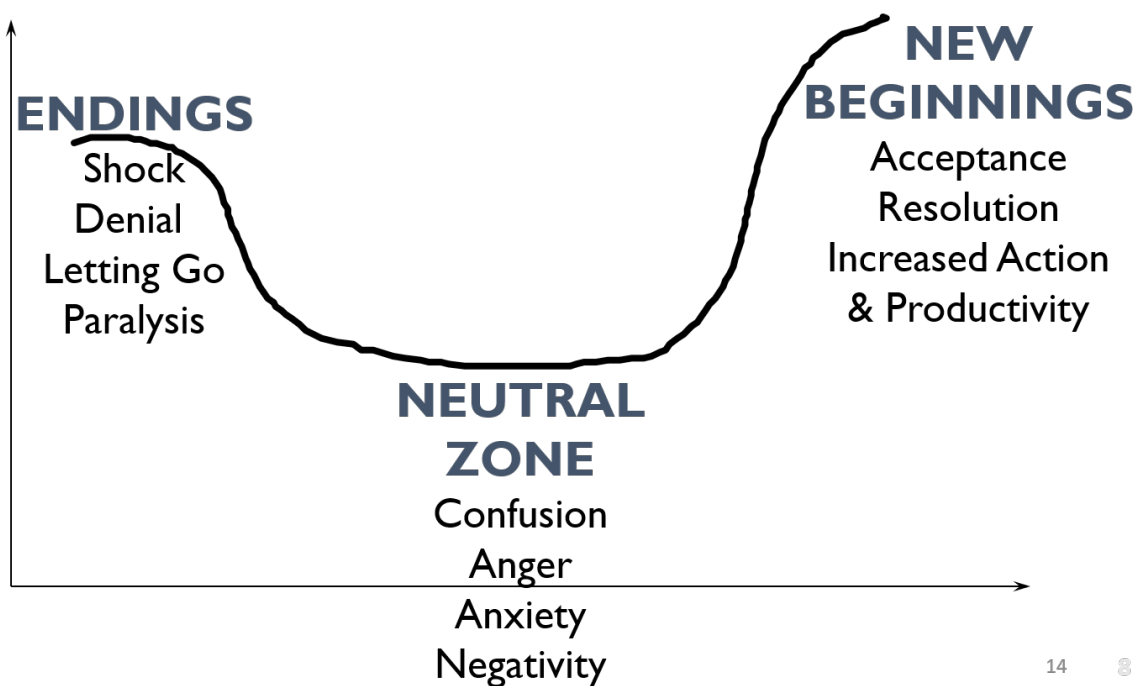
How to Schmooze Virtually in Challenging Times – for College Students

Confidence.
Influence.
Success.

Presented by Gilda Bonanno

For Marist College Office of Career Services

Human Cycle of Change: (William Bridges model)



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"It's not the changes that do you in, it's the transitions. Change is situational – the new site, the new boss, the new role. Transition is the psychological process people go through to come to terms with the new situation."
(William Bridges)



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Things to Remember

- ✓ Change is inevitable
- ✓ Transition is personal
- ✓ People go through transitions at different speeds & in different ways
- ✓ Even positive & rational change involves loss, uncertainty & some turmoil

“Handwashing for the Soul”

- ✓ Practice physical distancing, but social connections
- ✓ Prioritize self-care: rest, nutrition, hydration, exercise
- ✓ Focus on what you can do/control: take small steps
- ✓ Practice gratitude
- ✓ Rediscover spirituality & nature
- ✓ Limit news consumption
- ✓ Help others

STEP 1. BEFORE NETWORKING (Plan)

- Focus on the reason you are attending the event or meeting this person (in person or virtual)
- What is your goal? (responding to advertised job/internship, inquiring about possible job/internship, asking a favor (review CV, make intro), informational interview)
- What are you offering? (your talent to fill job/internship, your skills, gratitude, the opportunity to help someone)
- What makes you stand out?
- Prepare & practice your introduction & message for this specific audience
- Prepare questions to ask & answers to commonly-asked questions



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STEP 2. WHEN NETWORKING (Do)

- Nervous? Replace the negative voice in your head with your positive mantra
- Smile, make eye contact and share your message
- Your body language matters – does it support or undermine your message?
- Components of body language: eye contact, voice, facial expressions, gestures, posture, movement
- Be friendly & positive – & be a good LISTENER (*may be easier for introverts)
- Your words matter – cut out filler words (um, ah, like) and minimizers (I'm just, I'm sorry)

Tips for Phone Calls

- ✓ Your voice = all you have
- ✓ Speak loudly enough to be heard
- ✓ Stand up & smile
- ✓ Use a clear, consistent phonenumber
- ✓ Use a headset/headphones
- ✓ Beware of background noise
- ✓ Assume the mute button is broken

Tips for Video

- ✓ Practice using the software
- ✓ Shower, get dressed....
- ✓ Beware of your background
- ✓ Prepare for bandwidth issues
- ✓ Be flexible, patient & calm
- ✓ Smile & monitor your face

STEP 3. AFTER NETWORKING (Follow Up)

- As soon as possible, reflect on what worked well and what didn't
- Schedule time to follow up
- Nurture your relationships: express thanks, update your network regularly, offer help
- You don't have to be perfect – be your best self



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9 Ways to Network Without Leaving Your Home

1. Create or update your LinkedIn profile - (not just “student”)
2. Attend a Career Services Webinar
3. Find out about the careers of your family/friends/friends’ parents
4. Join LinkedIn groups:
 - a. Marist College Center for Career Services (900+)
 - b. Marist College Alumni Association Group (9500+)
5. Join the Marist Alumni Career Network (1350+)
6. Send 10 LinkedIn invites – start with:
 - a. Career Services, Gilda Bonanno, your parents (seriously!)
7. Digitize your portfolio
8. Write update/article for LinkedIn or other social media
9. Update your resume & online profiles with whatever you’re doing now (helping with childcare, volunteering, learning a new skill, etc.)

Resources for You

1. Get networking & communication skills tips from my newsletter:
 - Sign up at <https://www.gildabonanno.com/newsletter>
2. Download my free course: **Virtual Presentations: How to Develop & Deliver an Effective Presentation Over the Phone**
<https://www.gildabonanno.com/virtualpresentations>



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