



### Competencies that are addressed:

#### PRIMARY COMPETENCY CATEGORIES:

- **Values—**

Guided by a personal code of ethics. Demonstrates a strong sense of integrity by working in accordance with their personal values.

- **External Awareness—**

Sees things from multiple points of view. Is mindful of how actions impact others

#### RELATED COMPETENCY CATEGORIES:

- **Diversity—**

Appreciates and leverages capabilities, insights, and ideas across a group of individuals diverse in culture, style, ability, and drive.

- **Adaptability—**

Demonstrates flexibility when faced with changes in work expectations and environment. Responds to situations while maintaining a positive attitude.

- **Interpersonal Skills—**

Displays a consistent ability to build solid relationships of trust and respect inside and outside of the organization.

# Network through Community Service

## SUMMARY

More and more people of all professions are recognizing the value of networking in order to meet people and develop new professional relationships. Organizations find a return on investment as well. The next stage of networking moves beyond the traditional methods and often includes community service opportunities.

## CONTEXT

Networking through community service has an added value of benefitting others. Not only are you meeting people who are potentially valuable connections for you in your career, you can take satisfaction in knowing that someone in the community is better off for our efforts. You can achieve many of the same positive outcomes with community service as with other forms of networking, and obtain the added satisfaction of knowing that you have unselfishly given your time and effort to a good cause.

At the completion of this module you will have tools and approaches for identifying positive community service opportunities that add value to those being served and to expanding your network of associates. You will have methods for utilizing you network without being perceived as disingenuous. You will have a plan for helping those around you and building your business.

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### At the completion of this module, participants will be able to:

- Find your personal mission
- Turn connections into relationships
- Expand your circle of influence

*“To desire and strive to be of some service to the world, to aim at doing something which shall really increase the happiness and welfare and virtue of mankind - this is a choice which is possible for all of us; and surely it is a good haven to sail for.”*

—Henry Van Dyke