

YOUNG

PEOPLE

FOR

**Professional Development, Networking & Building
Strategic Relationships**

Rebecca Thompson

July 27, 2011

Overview

- Introductions
- Professional Development
- Networking 101
- Q & A





Northern
Michigan
University

About Me



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Develop An Elevator Pitch

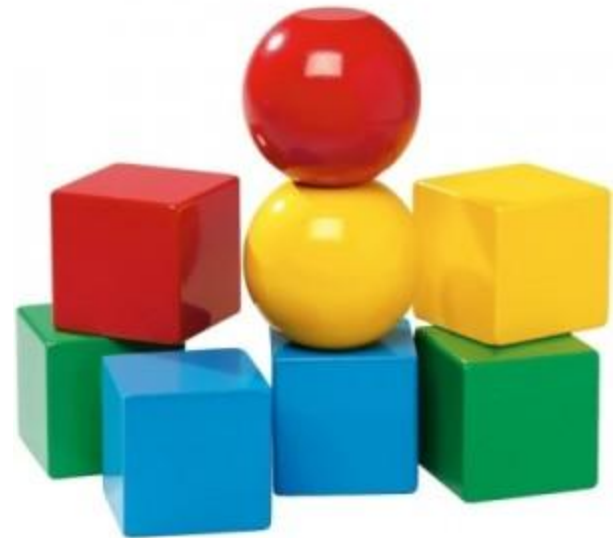
Why is networking important?

- People do business with people they like
- The vast majority of jobs are never advertised
- You want to be handpicked for opportunities



Building Your Network

- Identify mentors
- Become a mentor
- Set goals
- Be strategic
- Stalk if you need to



Building Your Network



Utilizing Your Network

- Figure out what you want **BEFORE** you begin reaching out to people
- Build your references now...not when you need them
- Be authentic
- Be considerate



Utilizing Your Network

- Ask for advice...not a job
- Be specific
- Don't hit it and quit it
- Schedule face time



Look/Act Like A Young Professional

- Buy a suit
- Build your professional wardrobe now
- You're not that busy...
- Be tight
- Email address
- Ringbacks/voicemails

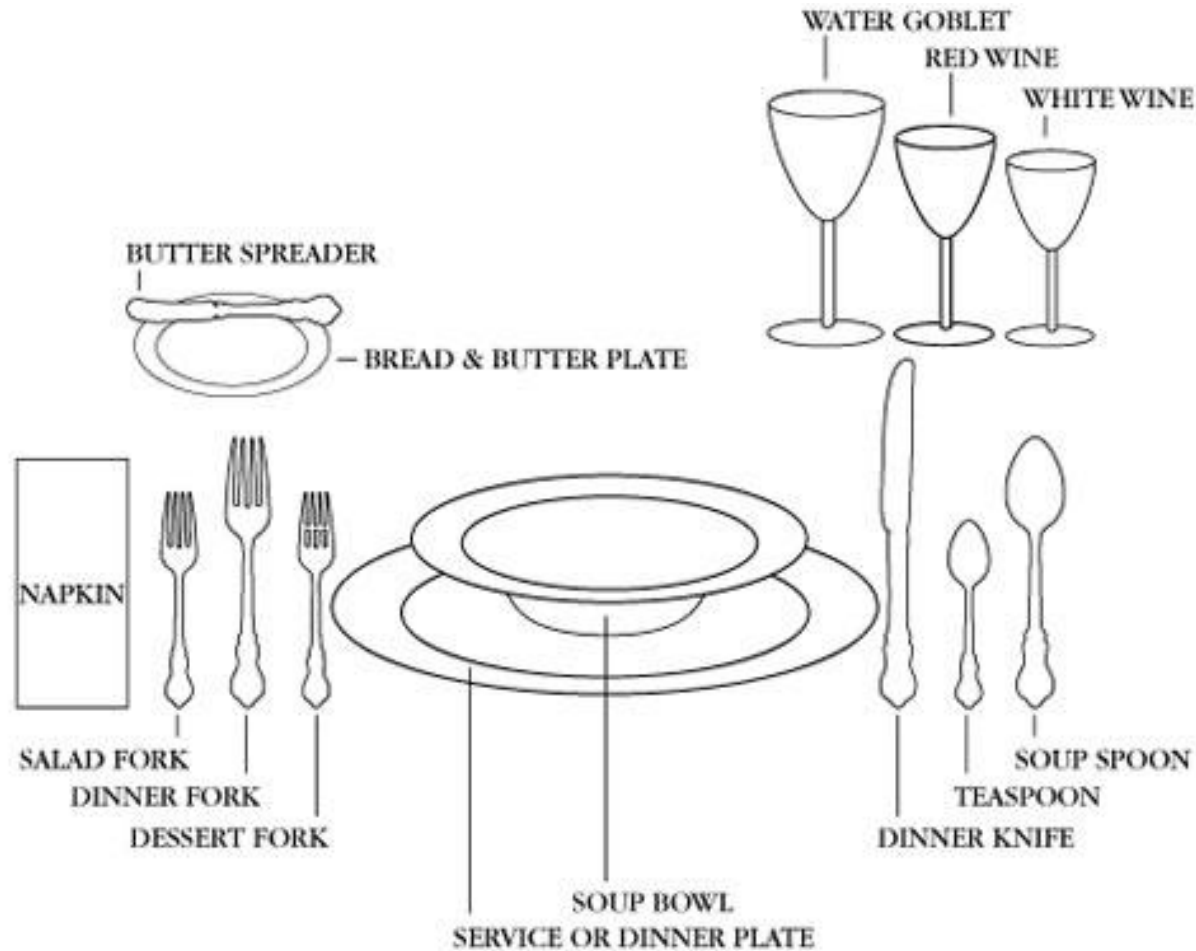
FILENE'S
BASEMENT

K & G



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Look/Act Like A Young Professional



Look/Act Like A Young Professional

- Place your napkin in your lap as soon as you sit down
- Don't order difficult to eat/messy foods (pasta, ribs, lobster)
- Don't begin eating until everyone at your table has been served.
- Use utensils from outside in (left to right)
- Drinks are on the right, bread on the left
- Be careful with alcohol
- Give equal conversation time to the person sitting on your left and your right.
- Be respectful of servers

Build Your Resume

- You do not need a 2 page resume
- Formatting is crucial
- Always PDF
- Don't use a template

REBECCA M. THOMPSON

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EXPERIENCE

Director, Young People For (YP4) October 2009- Present
Washington, DC

- Develop annual budget (joint \$2.1 million program in conjunction with the Young Elected Officials Network) and monitor monthly financial reports compared to budget. Assist in establishing and raising revenue goals and developing proposals and reports to donors
- Manage full-time staff of five and ensure that they are working towards weekly, quarterly and annual goals. Facilitate and coordinate weekly staff meetings, quarterly goal meetings and biannual retreats and reports
- Manage staff recruitment, selection and evaluation to ensure that staff are adequately trained and supported in their professional development
- Oversee the development and implementation of leadership development programs including the YP4 Fellowship Program, YP4 Alumni Network, and the Front Line Leaders Academy (FLLA) that serves progressive young leaders across the county

Program Manager, DC Youth Advisory Council (DCYAC): Executive Office of the Mayor May 2008-October 2009
Washington, DC

- Created strategic partnerships with DC public schools, non-profit organizations, and government agencies
- Managed 50+ member youth council and provided policy, leadership, and professional development for members
- Developed and implemented the DCYAC Summer Leadership Training Academy; a 9 week intensive leadership development program focusing on public policy, advocacy, etiquette, financial literacy, media training, and more

Legislative Director, United States Student Association (USSA) June 2006-May 2008
Washington, DC

- Developed grassroots legislative strategy around an aggressive action agenda including the Higher Education Act Reauthorization and federal budget and appropriations
- Lobbied Congress and tracked federal legislation related to higher education access and affordability
- Created outreach materials in the form of fact sheets, newsletter articles, legislative updates and quarterly reports
- Facilitated workshops and presentations across the country and recruited students to participate in USSA campaigns

LEADERSHIP TRAINING

Lead the Way Fellowship, NYU Wagner Graduate School of Public Service, August 2011-August 2012, New York, NY

Black Philanthropic Alliance/Greater DC Cares Board Leadership Training, March 2011, Washington, DC

Black Philanthropic Alliance Executive Director Peer Coaching Network, April 2011-June 2011, Washington, DC

Women's Campaign School at Yale: July 2009, New Haven, CT

Center for Progressive Leadership: Michigan Political Leaders Fellowship, February 2009-November 2009, Royal Oak, MI

The White House Project: Go Run Political Training, September 2008, New York, NY

American University Women & Politics Institute: WeLEAD Program, September 2007-May 2008, Washington, DC

AFFILIATIONS

Public Allies DC, Advisory Board Member

National Coalition on Black Civic Participation: Black Youth Vote!, Advisory Board Member

Northern Michigan University Alumni Association Board of Directors, Member

Washington, DC Branch NAACP, Young Adult Committee Chair & Executive Committee Member

EDUCATION

Northern Michigan University, May 2009, Marquette, MI

Bachelor of Science, Marketing

It's the little things...

- A person's name is to that person the sweetest and most important sound in any language
- Follow up
- Buy stationary



Business Cards

- No homemade cards
- If your contact info changes...get new cards!
- Tell them how to contact you



A professional portrait of Rebecca M. Thompson, a woman with short, styled reddish-brown hair, smiling warmly. She is wearing a dark, quilted blazer over a matching skirt, a pearl necklace, and pearl earrings. Her arms are crossed. The background is a plain, light-colored wall. In the bottom right corner, a portion of a silver decorative object on a white plate is visible.


Rebecca M. THOMPSON

IMPORTED FROM DETROIT

Rebecca is the Director of Young People For (YP4), a strategic long-term leadership development initiative that works to identify, engage, and empower the newest generation of progressive leaders to create lasting change in their communities. Prior to joining YP4, she served as Program Manager for the District of Columbia Youth Advisory Council in the Executive Office of the Mayor and as the Legislative Director for the United States Student Association (USSA). Rebecca has provided trainings to students nationwide and has been featured on C-SPAN, in the Washington Post, and the New York Times discussing higher education access and affordability issues. Rebecca comes to YP4 with extensive leadership training including the Women's Campaign School at Yale, the White House Project, and the Center for Progressive Leadership's Michigan Political Leaders Fellowship, among others. Rebecca is a graduate of Northern Michigan University.



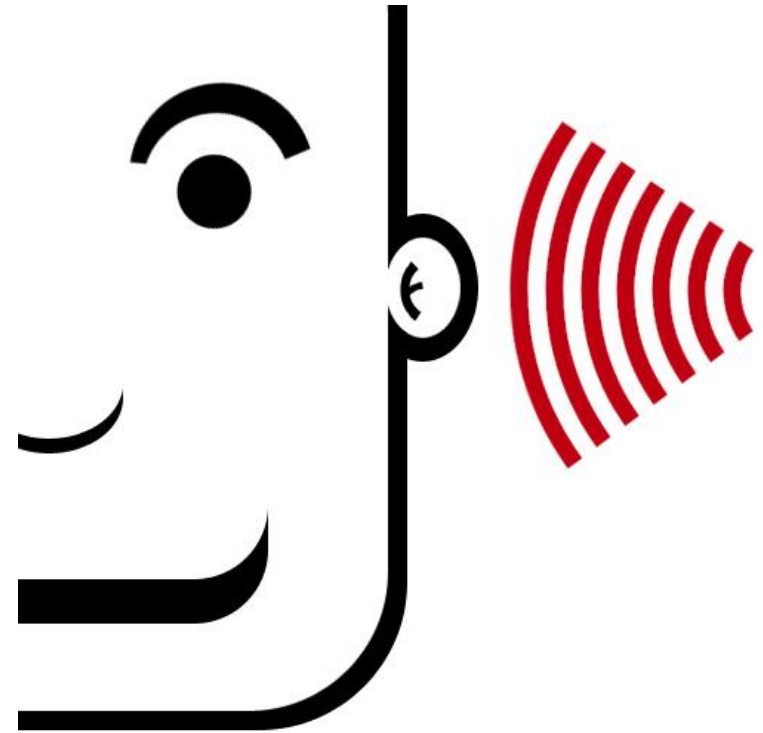
 [facebook.com](https://www.facebook.com)

 [youngpeoplefor.org](https://www.youngpeoplefor.org)

Email Me

A Few More Tips...

- Don't get caught up on titles...everyone has value
- Add value
- Make building relationships a priority
- Speak less, listen more



A Few More Tips...

- Communicate frequently
- Be genuinely interested in other people
- Build a diverse network
- Ask questions...and lots of them



Finding Your Passion

- What would you do for free?
- What is your dream job?
 - Who (anyone in the world) currently has that job?
 - Reach out to them
 - Penetrate their universe
- Will YOU need to create your dream job?



PAY IT FORWARD

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Questions?

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