



PVH

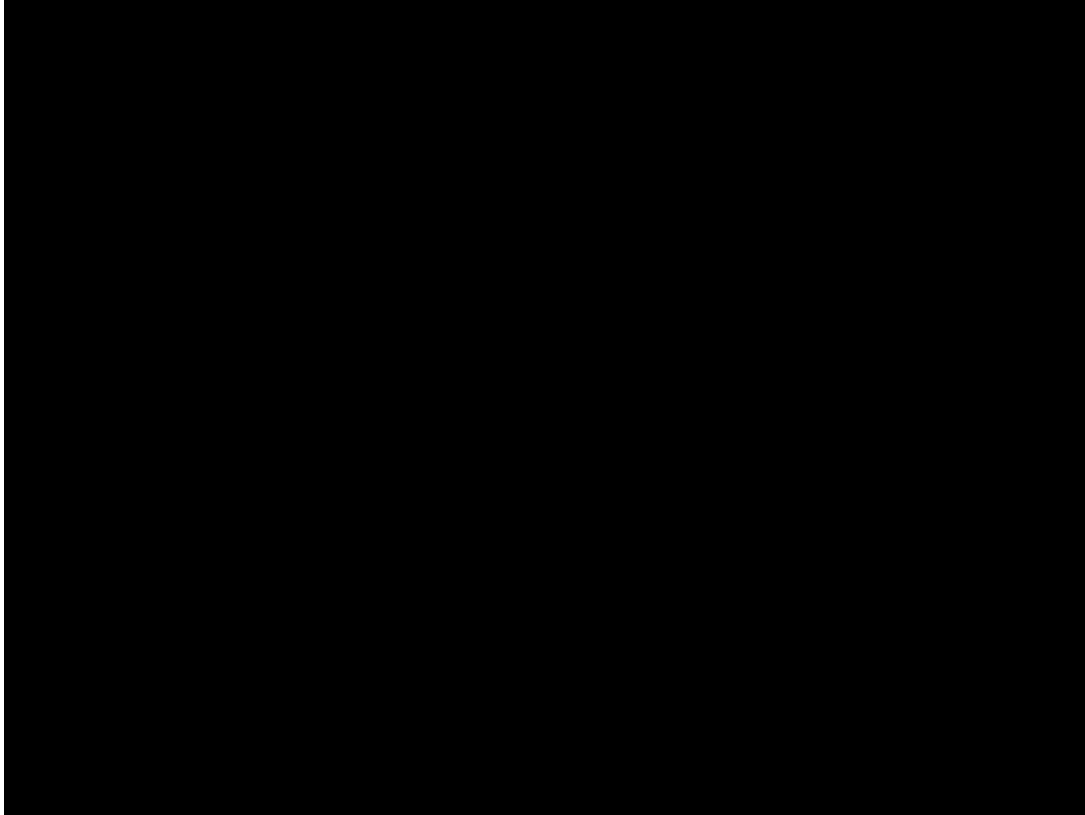
# Don't Forget HR

## Building & Leveraging Your HR Network

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Calvin Klein TOMMY HILFIFGER HERITAGE BRANDS

# Who is PVH



# WHERE IS PVH?



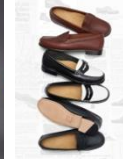
# AGENDA

- Why Build Your HR Network?
- Networking Skills and Attributes
- Flex Your Networking Muscles
- Getting Started
- Keeping Your Network Going



# WHY BUILD YOUR HR NETWORK?

- Broaden your horizons – it's a big world out there!
- Learn about HR/industry trends and what other companies are doing
- Build your own “help desk”
- Meet interesting people and great talent
- Find a mentor
- Find your next job
- Make friends and have fun!



# NETWORKING SKILLS

- Introducing yourself
  - Eye contact and handshake
  - Exchanging business cards
  - Remembering names – use it before you lose it!
  - Elevator pitch
- Making small talk
  - It's about THEM not YOU
  - Ask questions
    - What brings you to this event?
    - Your company sounds interesting – tell me more
    - What are some of the hot topics for HR in your industry?
    - How did you find the last speaker?
- Follow Up
  - Send a LinkedIn invitation
  - Send a short email – share an article relevant to your discussion
  - If you promised them anything during the discussion follow up on that promise – an introduction, information, etc.
  - Don't be afraid to ask for help at the right time and in the right way



# ATTRIBUTES OF A GREAT NETWORKER

- A positive mindset
- Spirit of generosity – it's about giving NOT taking – what goes around comes around
- Authenticity – people know when you're faking it
- Integrity – show you can be trusted
- Follow through – do what you say you'll do







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DIVE IN & FLEX YOUR  
NETWORKING MUSCLES



# NETWORKING SKILLS PRACTICE

- Stand up
- Get out your business cards
- Find someone you haven't met and introduce yourself
- Introducing yourself
  - Eye contact and handshake
  - Exchanging business cards
  - Remembering names – use it before you lose it!
  - Elevator pitch
- Making small talk
  - It's about THEM not YOU
  - Ask questions
    - What brings you to this event?
    - Your company sounds interesting – tell me more
    - What are some of the hot topics for HR in your industry?
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A high-action photograph of a swimmer diving into dark blue water. The swimmer is wearing a blue and red swimsuit and a pink swim cap. A large, white splash of water is visible behind the swimmer's head. The swimmer's body is horizontal, and their arms are extended forward. The water surface is visible at the top of the frame.

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DIVE IN & FLEX YOUR  
NETWORKING MUSCLES

# GETTING STARTED

- Hone your Elevator Pitch
- Determine the best places to network
  - Chambers of Commerce
  - Industry Groups
  - HR Conferences and Events
  - Leverage your vendors' events
- Have 3 questions in mind to break the ice
- Update your LinkedIn profile – professional photo, use your elevator pitch
- Overcome your shyness – set yourself a goal of acquiring a minimum of 3 cards at each event
- Remember quality not quantity



# KEEPING YOUR NETWORK GOING

- Use LinkedIn posts – share interesting posts or articles – comment on other's posts
- Attend 2-3 networking functions per month
- Become a “regular” at the events you enjoy the most
- Where you meet someone with common interests arrange to meet up for coffee or lunch regularly
- Introduce members of your network to each other – you may know they have a common interest







PRACTICE AND DON'T GIVE  
UP



WE  
ARE  
PVH