

AoF and ASNY Hold Successful Speed Networking Event

By Peter Brot



Peter Brot, ASA, MAAA, attended and helped organize this event for the Actuary of the Future section. He specializes in life and accident and health insurance products and can be reached at (516) 695-9609 or pbrot2002@yahoo.com.



On Aug. 10, the Actuary of the Future Section (AoF) sponsored a speed networking event with the Actuarial Society of Greater New York and the Entrepreneurial Actuaries Section. The room was filled to capacity and the event was a great success. Attendees included entrepreneurial actuaries looking for new clients, unemployed actuaries looking for new positions, and employed actuaries just looking to expand their actuarial network.

Keys to the event's success were:

Organization: In addition to nametags and a smooth check-in process, every attendee received a list of other attendees to facilitate networking. Pauline Reimer, an actuary-turned-recruiter with Pryor Associates Executive Search, and John Hadley of John Hadley Associates (www.jhacareers.com) facilitated the seating and rotation to ensure the mini-networking sessions stayed on time. Critical on-site and behind the scenes support was also provided by Michael Frank of Aquarius Capital and president-elect of the Actuarial Society of Greater New York, as well as Sally Chan, project lead for the membership

initiatives of the AoF and Tim Robinson, chairperson of ASNY's Continuing Education Committee.

Support: John Hadley, an actuary-turned-career coach, provided an introduction on how to network effectively, as well as networking pointers at different times during the night. He emphasized focusing on a couple of specific challenges you can solve or results you can provide and making your message about the impact of your work rather than the details of the work itself.

Introductions: Before the speed networking began, attendees were given an opportunity to deliver a 30-second pitch to the group. This ensured that all attendees were able to provide a bit of information about themselves to each other in case they didn't get a chance to speak to everyone in attendance.

Speed Networking: We were divided into two groups where one side of the table stayed where they were and the other side rotated. Each discussion lasted five minutes, giving enough time to get a feel for that person and see

whether that would be a basis for continued discussion, while not leaving anyone 'stuck' with a bad connection.

Informal Networking: For the last 45 minutes, there was a reception with food, drinks and an opportunity for mingling to expand on the relationships started during the Speed Networking sessions or build new connections.

This event was a terrific success where many new actuarial connections were made, and many had their eyes opened to new ways of expanding their networks. ☆



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