



Central States
Water
Environment
Association

CSWEA
Leadership
Academy

April 2012

“Start Building Your Network Today”

Eric Lecuyer, CSWEA Executive Director



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Network???

What is a Network?

Why Do I Need a Network?

How Do I Build a Network?



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Build Your Network!

- Where Do You Want Your Career to Take You...What is Your Measure of Success?
 - ✓ Lifestyle...time and \$\$ to do what you want, when you want to!
 - ✓ In control of your own destiny!
 - ✓ Spend your time on the job doing what you enjoy most!



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Why?

Security!

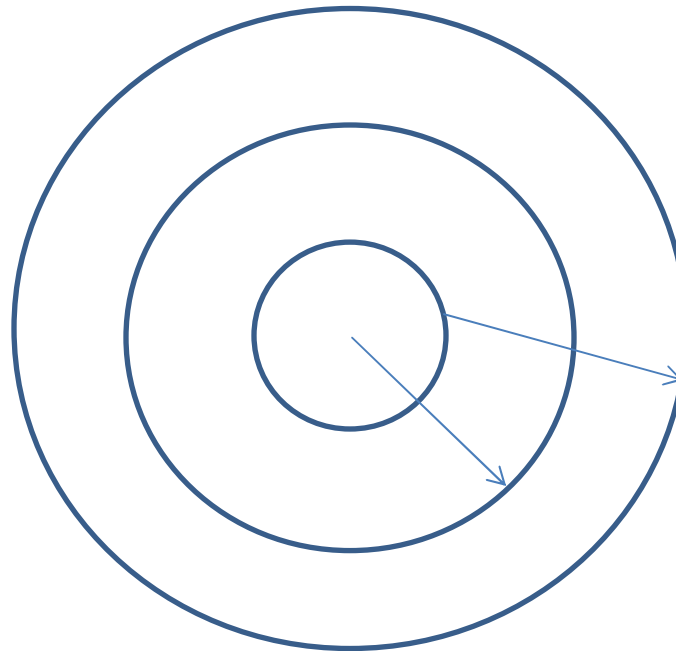


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Sphere of Influence





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The time to start building
your network is **NOT** when
you need it.



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Build Your Network

- **Where are the Networking Opportunities?**



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Wherever you can meet people in the “industry”...Conferences and Seminars.

- Why should you be involved in Professional Organizations?
 - ✓ Get involved & make a difference in the profession
 - ✓ Increase, reaffirm and share your knowledge base
 - ✓ Develop leadership and technical skills
 - ✓ Professional and Social Networking



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- Who's active in a Professional Organization
 - ✓ Members of CSWEA
 - ✓ Currently serves on a Committee
 - ✓ Has given a paper or presentation
 - ✓ Makes time to devoted to Prof. Org.
 - Need to find balance b/w work and volunteering



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- Central States Water Environment Association
 - Founding Members of WEF in 1927
 - CSWEA Serves Members in Illinois, Wisconsin and Minnesota
 - Roughly 1,300 Members including Operators, Managers, Consultants, Manufacturers, Academics and Sales Representatives.
 - Overall objective is to enhance the water environment



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■ Central States Water Environment Association

Committees:

Technical Program
Local Arrangements
Education Seminar
Awards

Government Affairs

Membership

Collections

Safety

Operations

Public Education

Laboratory

Young Professionals

Student Chapters

Midwest Water Industry Joint Committee

Ad Hoc – Digester Foaming etc

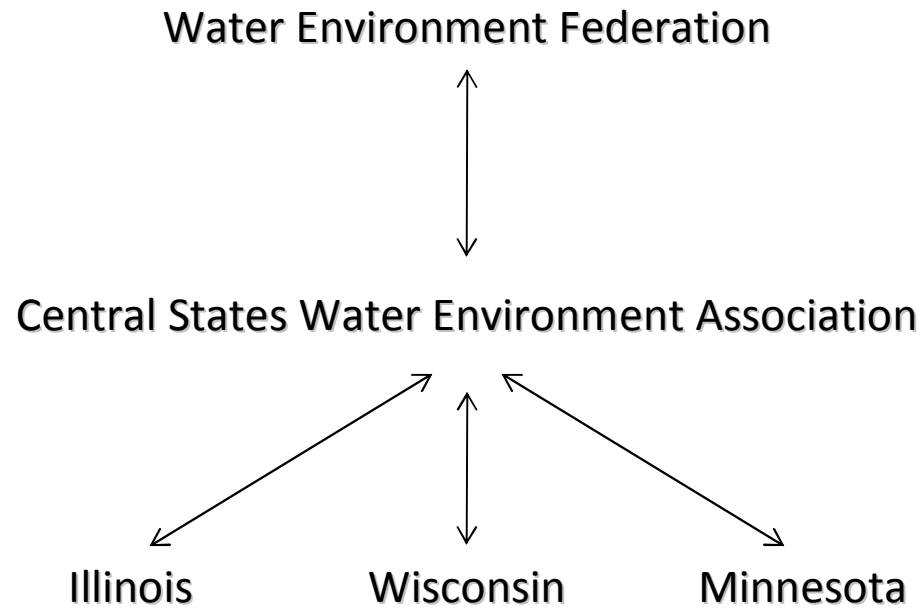


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- Who is the Water Environment Federation?
 - Founded in 1928, WEF is an international organization dedicated to providing technical and educational support to the Water Quality Field.
 - The Federation is made up of 45 Member Associations, which have roughly 18,000 members in the United States.
 - Central States WEA (Illinois, Wisconsin & Minnesota)



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Build Your Network

- Be outgoing, seek to meet new people
- Build genuine relationships, with your peers
- Seek out folks who are going to move up in their careers with you
- Young Professional Operators may someday be Superintendents, Managers
- May be on selection committees some day



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When all proposing firms are
equal:

- Determining factor may be:

Who the client wants to work with!



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- Take care of your reputation:
- Be a person of character
- Do what you say you will do
- Don't over-commit
- Don't "over" socialize
- Get Involved!



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Build Your Network

- Build your reputation
- Present Technical Papers
- Collaborate
- Join and be Active on a Committee
- Become a Leader



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- Start Today, at the Reception
- Who is attending the Education Seminar?
- Engineers – Equipment Suppliers
- Facility Operators and Managers
- Regulators
- Academics - Students



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Build Your Network

- Leadership Opportunities
 - Observe other leadership styles and strategies
 - Improve leadership skills through external experiences
 - Get involved & make a difference in the profession



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Build Your Network

- Networking Opportunities – build it now!

Questions?