

# How to Become an Indispensable Internal Audit Leader or Team Member to your Company



The Institute of  
**Internal Auditors**  
Chicago

**Larry Kaufman**

Regional Managing Director, Midwest – Jefferson Wells

March 18, 2024

# Speaker Bio (AKA “LinkedIn Larry”)

- ❖ Author of the Best-Selling book, *The NCG Factor – A Formula for Building Life-Changing Relationships from College to Retirement*
- ❖ 30+ years of business development and leadership roles
- ❖ 15 years as a Global LinkedIn Speaker



# Learning Objectives

- You will truly understand how to build internal and external relationships in your current internal audit, risk or compliance role or at any level of your career
- You will understand how to use LinkedIn in your role today that you can execute immediately after the presentation
- You will realize the power and value of how to build and enhance your network to help you and others in your life and how to become INDISPENSABLE
- You will be better prepared how to network virtually or face-to-face with the insights gained from this presentation

# Agenda



LinkedIn & The NCG Factor



The NCG Factor Defined & Applied



NCG Action Items



Q&A, Wrap-up



# Anticipated Results



***BECOME INDISPENSABLE  
AT YOUR COMPANY!***



**LEAVE WITH 3 NEW  
THINGS YOU LEARNED  
TODAY!**



**Leverage your New  
Relationship/Connector  
SME, Larry Kaufman**



A person with long dark hair, wearing a reddish-brown sweater and blue jeans, is sitting on a beach. They are holding a dark cup with both hands and looking out towards the ocean. The sky is bright blue with scattered white clouds, and the sun is shining from the upper left, creating a lens flare effect. The ocean is visible in the foreground, and mountains are in the distance.

“

What we do for  
ourselves dies with us.  
What we do for others  
and the world remains  
and is immortal.

*Albert Pine*

”

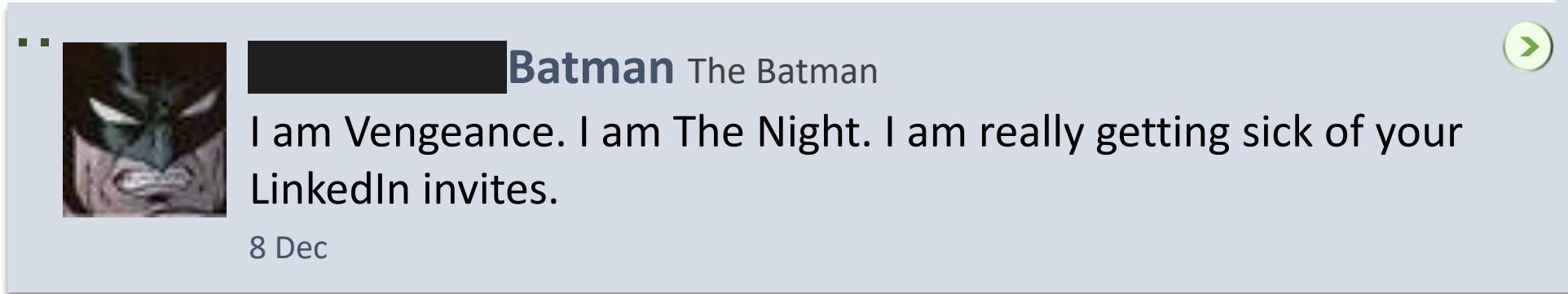


# THEME FOR TODAY...Are you Indispensable?

What is your  
*Living* Legacy today?



# LinkedIn and Batman



A screenshot of a LinkedIn post. On the left is a profile picture of Batman's face. To the right of the picture is a blacked-out name followed by the text 'Batman The Batman'. Below the name is the text 'I am Vengeance. I am The Night. I am really getting sick of your LinkedIn invites.' and '8 Dec'. A green arrow icon is in the top right corner of the post area.

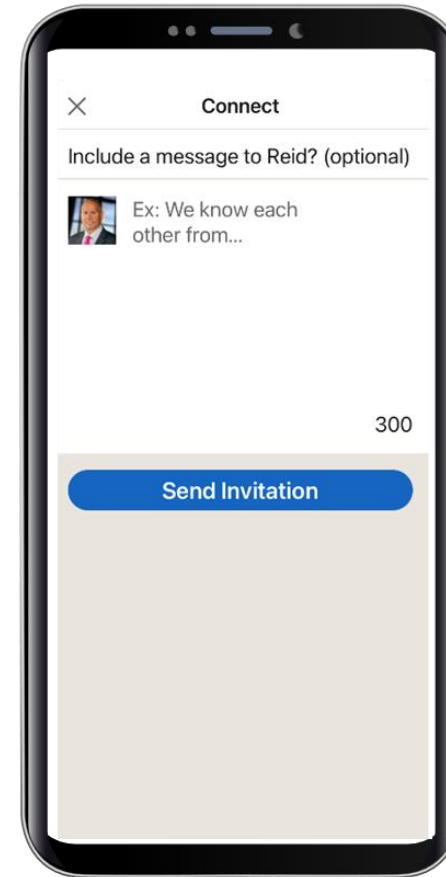
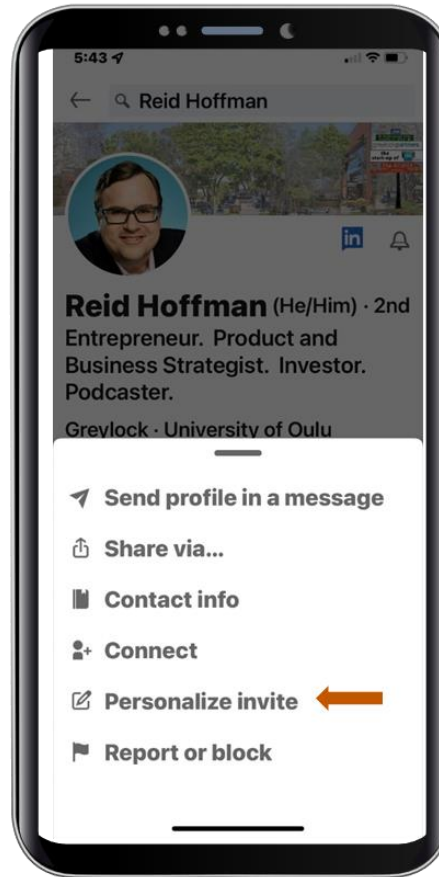
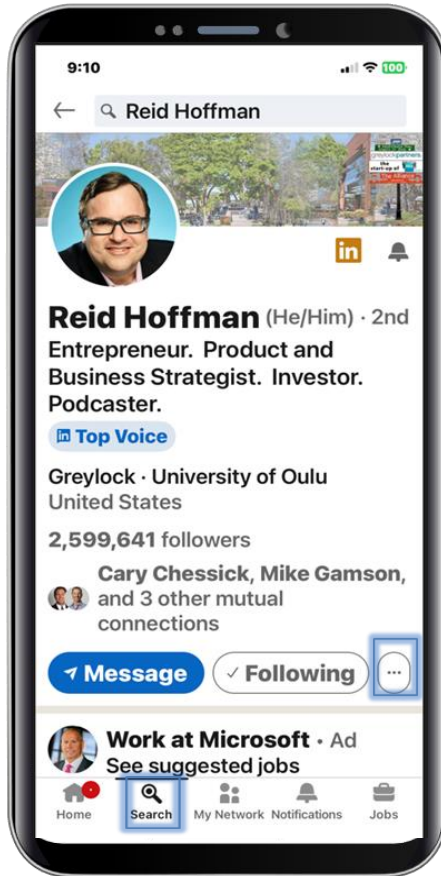
**Batman** The Batman  
I am Vengeance. I am The Night. I am really getting sick of your LinkedIn invites.  
8 Dec

- 29,000+ 1<sup>st</sup> Degree Connections
- 30,000+ Followers
- **Take out your phones, droids, etc.**

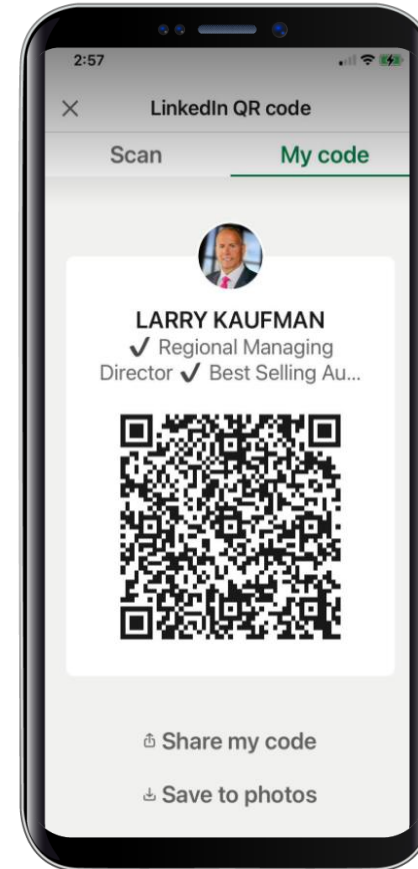
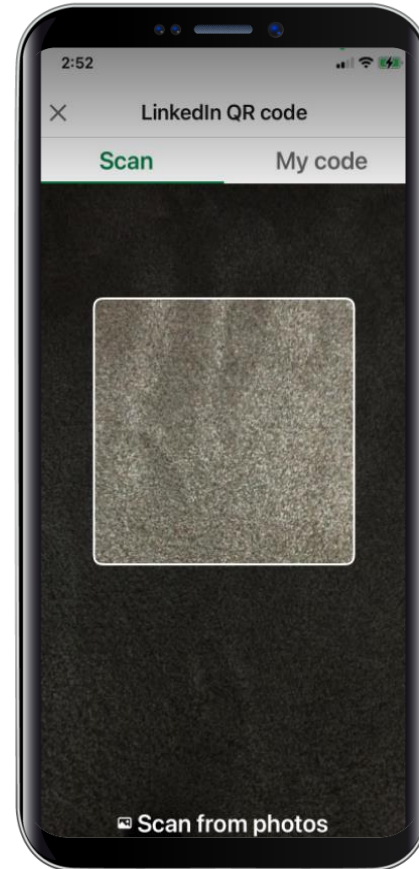
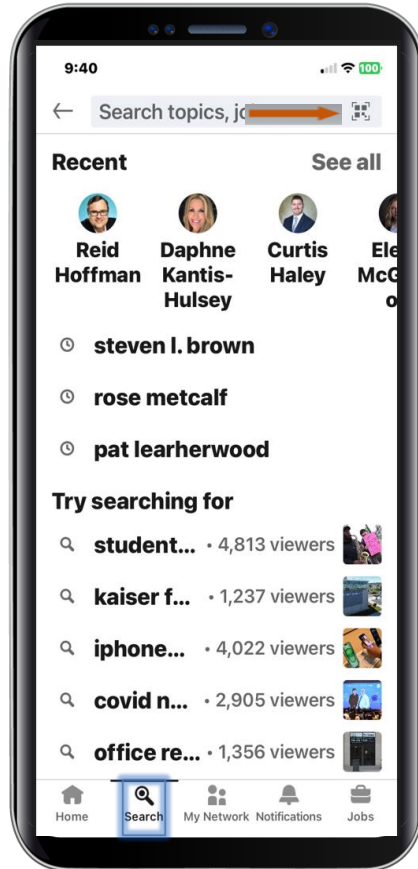




# Personalizing LinkedIn



# Connecting Through your LinkedIn Code



# 6 Degrees vs Power of 2 Degrees

**Kevin Bacon** 2nd

Independent Entertainment Professional  
Greater New York City Area | Entertainment

Current Various Studios  
Previous Various Studios  
Education Circle in the Square Theater School

[Connect](#) [Send InMail](#) ▼

**500+**  
connections

★ Relationship [Contact Info](#) Added 4 years ago



# Incorporating LinkedIn Today

**“CONNECTORS, GIVERS and TRUSTED ADVISORS”**

What if you could have access to the rolodex of your most trusted contacts 24X7?



A rolodex to help others you know. You can/could be helping...



The Institute of  
**Internal Auditors**  
Chicago

# LinkedIn Statistics

LinkedIn's reported user goal

3B

65%

of B2B companies have acquired a customer through LinkedIn

930

Average number of connections of a CEO



5.5M

Number of accountants on LinkedIn

Number of companies LinkedIn provides access to across the globe for a user

9M+

40M

LinkedIn members who are decision makers

Number of users who share content weekly

3M

Average connections per LinkedIn user

400





# Thought Leadership/Share Expertise/Help Others = Indispensable

**LARRY KAUFMAN** (He/Him) • You  
✓ Best-Selling Author of The NCG Factor ✓ Regional MD ✓ Global Key...  
6d • Edited • 🗨️

*Ghosting may come back to haunt you...*

Candidates are ghosting employers and the recruiters that sourced those candidates

Candidates have been ghosted by hiring managers for interim, consulting and permanent roles

Sales professionals have been ghosted by decision makers and even those where they believed a deep relationship existed

Ghosting may come back to haunt you, because what comes around goes around

The person you ghosted may work with you in the future at another company

The person you ghosted may be your manager one day

The person you ghosted never forgets

Respect and Common Courtesy are the small asks

A quick text, email or phone call - communication is deserved and meaningful to the other person

Take the time to provide a short update or feedback. There is no need to add more stress to a challenging global economic climate on so many fronts

Stop ghosting and start communicating! Thank you.

#jobsearch #hiring #talentacquisition #sales #opentowork

👍👍👍 BRIAN VAN SWOL and 361 others 103 comments • 23 reposts

Reactions

👍 Like Comment 🔄 Repost ➦ Send

📊 142,658 impressions View analytics

**Gregg Salkovitch** • 1st  
Founder @ Right Choice Resources | Sales Recruiting | 3x Top Sales Performer | ...  
1yr • Edited • 🗨️

I see way too much of this in hiring.....

Client: The candidate said he wants \$90,000-\$100,000. We'll offer him \$90,000.

Recruiter: Most of the other candidates that you like are asking for way more than what he's requesting. The candidate is asking way below his market value. Why not blow his socks off and offer him between \$100,000 and \$110,000? He'll be so appreciative and loyal.

Client: Why should we pay him \$10,000 to \$20,000 more than we need to?

6-12 months later.....

Client: He just resigned because he had other offers that were much more. How quickly can you find us somebody and are we going to have to be closer to \$120,000 to retain the next hire?

Please don't be this hiring manager.

👍👍👍 You and 45,912 others 1,775 comments • 1,178 reposts



# Strategic LinkedIn Networking

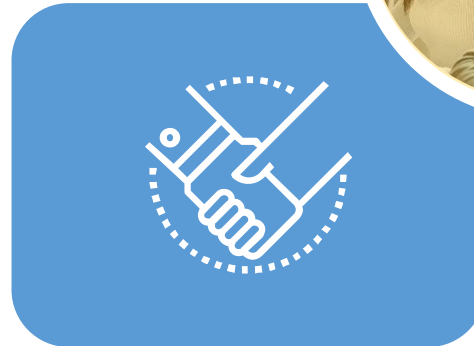
Family or  
Personal



Business  
Updates



Introduction to  
Contacts you  
Select to Meet



Have you Created  
your own  
Introduction?





# Introduction Example

Dear XXXX,

I hope all is well. Please allow me to introduce my very good friend and business peer, Larry Kaufman. He is the Best-Selling Author of The NCG Factor. Larry is the Regional Managing Director for the Midwest Region for Jefferson Wells helping companies with their Risk & Compliance, Finance & Accounting, Tax, Project Solutions & Consulting, Professional Resourcing and Direct Hire needs. You may already know of him, since he has a stellar reputation in Chicago and in other markets across the country. Larry is a global published keynote speaker on LinkedIn, investor, advisor to a technology startup and on the board of a respected charity, Holiday Heroes. He is a connector with an unbelievable rolodex and a very giving person. **Expect to hear from Larry to coordinate next steps.**

# LinkedIn Settings & Privacy & Help

The screenshot shows a web browser window displaying the LinkedIn profile of Larry Kaufman. The browser's address bar shows the URL <https://www.linkedin.com/feed/>. The LinkedIn navigation bar at the top includes Home, My Network (with a notification badge), Jobs, Messaging, Notifications (with a notification badge), and Me. The profile header for Larry Kaufman includes a 'PREMIUM' badge, a profile picture, and a 'Start a post' button. Below the header are options for Photo, Video, Job, and Write article. The profile bio lists several achievements and skills, such as 'Regional Managing Director', 'Best Selling Author of The NCG Factor', and 'Global Keynote Speaker'. A 'View Profile' button is visible. The 'Account' menu is open, showing options for Premium features, Settings & Privacy (highlighted with a blue box), Help, and Language. The 'Manage' section shows 'Posts & Activity' and 'Messaging'. At the bottom of the browser window, the Windows taskbar is visible, showing the search bar and various application icons. The system tray shows the time as 1:13 PM on 4/28/2023.

# Your LinkedIn Profile – Headline...

**LARRY KAUFMAN** (He/Him)

✓ Best-Selling Author of The NCG Factor ✓ Regional MD ✓ Global Keynote Speaker, Live/Virtual on Leadership, Networking, Sales, & LinkedIn ✓ Precise, Powerful & Indispensable Connector ✓ Career & Life-Transformer

🗣️ Top Job Search Strategies Voice

Talks about #legacy, #leadership, #networking, #salesadvice, and #relationshipselling

Greater Chicago Area · [Contact info](#)

[kaufman-larry.com](#)

30,529 followers · 500+ connections

[Open to](#) [Add profile section](#) [Add custom button](#) [More](#)



# Your LinkedIn Profile – Headline...

**Mitch Gaffigan** · 1st  
Senior Relationship Manager ( RMIII ) |  
Commercial Vice President at Fifth Third Bank |  
"The Funny Gaffigan"  
Greater Chicago Area · [Contact info](#)  
500+ connections  
12 mutual connections: Melissa Grabiner, Jason Gedraitis, and 10 others  
[Message](#) [More](#)

**Fifth Third Bank**  
**Calumet College of Saint Joseph**



# Your LinkedIn Profile – Creator Mode

The screenshot shows a LinkedIn profile for Larry Kaufman, a member of Jefferson Wells (ManpowerGroup). The profile is in Creator Mode, which is highlighted with a red box. The profile includes a profile picture, a cover image, and a bio. The bio lists several achievements and skills, including being a best-selling author, regional MD, and global keynote speaker. The profile also shows a list of skills, including 'Top Job Search Strategies Voice', and a list of interests, including '#legacy', '#leadership', '#networking', '#salesadvice', and '#relationshipselling'. The profile is currently in Creator Mode, which is indicated by a green 'On' button. The profile also shows a list of resources, including 'My network' and 'Show all 5 resources'.

**LARRY KAUFMAN** (He/Him)

Best-Selling Author of The NCG Factor Regional MD Global Keynote Speaker, Live/Virtual on Leadership, Networking, Sales, & LinkedIn Precise, Powerful & Indispensable Connector Career & Life-Transformer

Top Job Search Strategies Voice

Talks about #legacy, #leadership, #networking, #salesadvice, and #relationshipselling

Greater Chicago Area · Contact info

kaufman-larry.com

30,529 followers · 500+ connections

Open to Add profile section Add custom button More

Providing services  
Accounting, Financial Accounting, Financial Analysis, Financial Consulting, Tax Advisory, and Information Security  
Show details

**Analytics**  
Private to you

|   |  |  |
|---|--|--|
| <b>887 profile views</b><br>Discover who's viewed your profile. | <b>10,903 post impressions</b><br>Check out who's engaging with your posts.<br>Past 7 days | <b>1,105 search appearances</b><br>See how often you appear in search results. |
|---|--|--|

Show all analytics →

**Resources**  
Private to you

Creator mode **On**  
Get discovered, showcase content on your profile, and get access to creator tools

**My network**  
See and manage your connections and interests.

Show all 5 resources →





# Your LinkedIn Profile/"Their Profile"/ Prepare & Research

## About

**In a nutshell...**Author, Speaker, Business Leader, ❤️Matchmaker❤️, Life-Transformer, Precise, Powerful, Indispensable Connector & Giver

- ✓ Best Selling Author of The NCG Factor
- ✓ Keynote Speaker, Global Live & Virtual/E-Speaker on Leadership, Legacy, Sales & LinkedIn
- ✓ Regional Managing Director, P & L Owner for the Midwest @ Jefferson Wells

*Please let me know how I can help you?*

### 📞 Contact Info

- ✓ Larry.Kaufman@jeffersonwells.com or (847) 226-5398

### 🎯 LinkedIn Stats

- ★ 29,000+ 1ST DEGREE CONTACTS ★
- ★ 30,000+ Followers ★

### 📊 Interesting Facts

- ✓ P90Xer, Basement Beast & other insane workout routines enthusiast.
- ✓ **Ask me about my brief movie career** (Planes, Trains and Automobiles, Backdraft & others..) ?
- ✓ **Ask me how I knew Walter Payton?**
- ✓ Past consultant to Ex-Secret Service, Homeland Security and Law Enforcement Professionals
- ✓ Mentored, managed, coached & trained hundreds of sales executives
- ✓ I support March of Dimes, Holiday Heroes & other causes.
- ✓ Advocate of the "PAY IT FORWARD" principle in business & in my personal life.



# Searching on LinkedIn...

The screenshot shows a LinkedIn search interface. At the top, the LinkedIn logo is on the left, and navigation icons for Home, My Network, and Jobs are on the right. A search bar contains the text 'ESG'. Below the search bar, there are filter buttons: 'People' (highlighted in green), 'Connections', 'Locations', 'Current company', and 'All filters'. The search results are displayed under the heading 'About 599,000 results'. Five profiles are listed, each with a profile picture, name, title, location, current role, and mutual connections. Each profile has a 'Connect' button to its right.

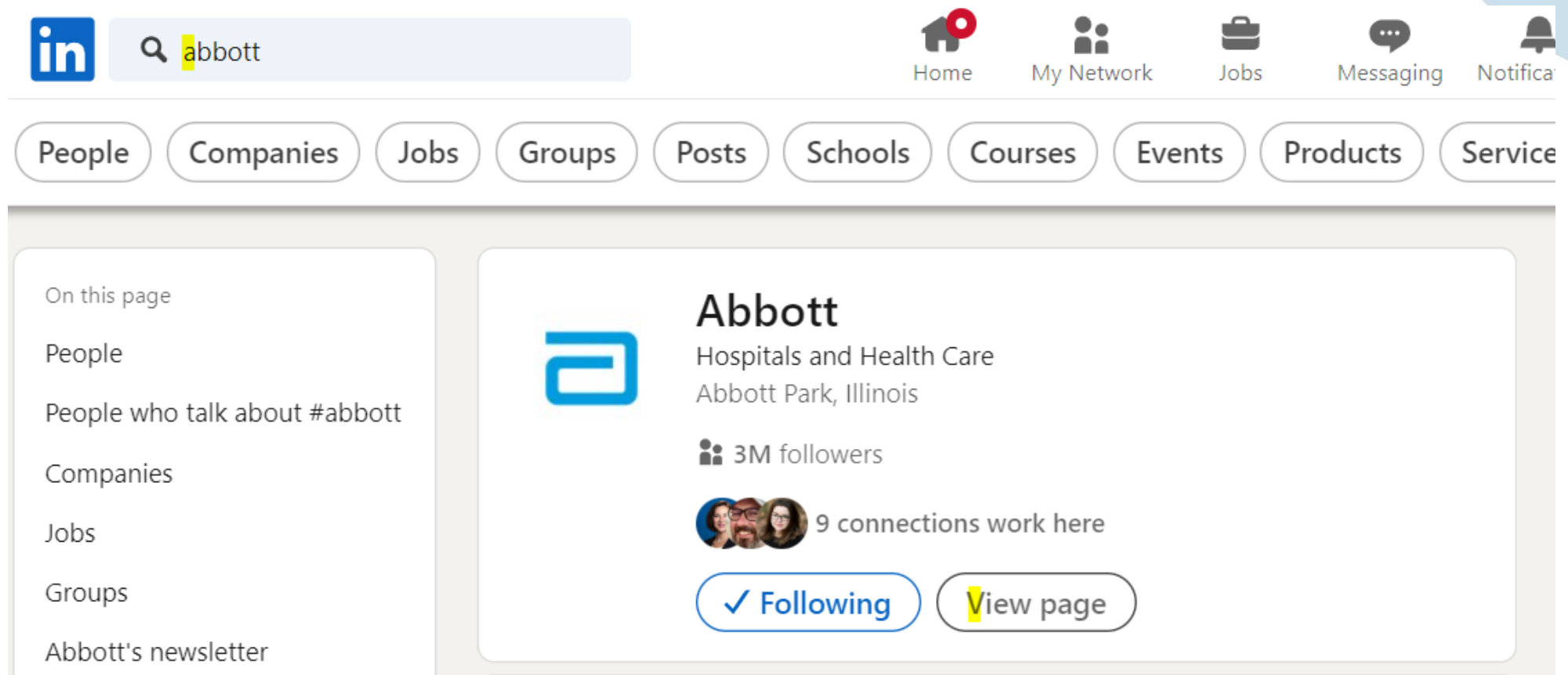
Search results for 'ESG' in the Greater Chicago Area:

- Claire Hanlon** • 2nd  
President and US Head of ESG  
Greater Chicago Area  
Current: President and US Head of ESG at Ipsos  
Mutual connections: Ron Bates, Susan Bryant, and 4 other mutual connections
- Kelly Meissner** • 2nd  
Vice President, Corporate ESG & Sustainability  
Greater Chicago Area  
Current: Vice President, Corporate ESG & Sustainability at Ventas, Inc.  
Mutual connections: Jonathan Glick, Julie Dreixler, and 3 other mutual connections
- Christopher McClure** • 2nd   
ESG Services Leader - Crowe  
Chicago, IL  
Current: Partner - ESG Services Leader at Crowe  
Mutual connections: Bill Liu, Paul Carlisle, and 136 other mutual connections
- Janel O'Connor, SPHR, SHRM-SCP** • 2nd  
Chief People Officer | CHRO | Global HR Executive | M&A | DEI/ESG | Culture Innovator | Privat...  
Chicago, IL  
Talks about #hr, #chro, and #cpo  
Provides services - HR Consulting, Change Management, Corporate Training, Executive Coaching, Leadership Development, Life Coaching
- Frannie Levar** • 2nd  
Director, Sustainability and ESG at United Airlines  
Greater Chicago Area  
Skills: Environmental, Social, and Governance (ESG)  
Mutual connections: Marc O Goodman, Andrea Moran, and 3 other mutual connections





# Searching on LinkedIn...



The screenshot shows the LinkedIn search interface. At the top left is the LinkedIn logo and a search bar containing the text 'abbott'. To the right of the search bar are navigation icons for Home, My Network, Jobs, Messaging, and Notifications. Below these are filter buttons for People, Companies, Jobs, Groups, Posts, Schools, Courses, Events, Products, and Service. The main content area is split into two columns. The left column lists search filters: 'On this page', 'People', 'People who talk about #abbott', 'Companies', 'Jobs', 'Groups', and 'Abbott's newsletter'. The right column displays the profile for 'Abbott', which is categorized as 'Hospitals and Health Care' in 'Abbott Park, Illinois'. It shows '3M followers' and '9 connections work here' with three profile picture icons. At the bottom of the profile card are two buttons: 'Following' (with a checkmark) and 'View page'.



# Searching on LinkedIn...

**Abbott**  
Hospitals and Health Care · Abbott Park, Illinois · 3M followers · 10K+ employees

Kristyn & 775 other connections follow this page

Following Visit website

Home About Posts Jobs Life People Insights



# Searching on LinkedIn...

The screenshot shows the LinkedIn search interface. At the top, there is a search bar with the LinkedIn logo and a search icon. Below the search bar are navigation icons for Home, My Network, Jobs, Messaging, Notifications, and Me. To the right of these icons are links for 'For Business' and 'Post a job for free'. Below the navigation bar are filter tabs: 'People', 'Current company' (with a '4' badge), 'Connections', 'Actively hiring', 'Locations', 'All filters', and 'Reset'. The search results show 'About 129,000 results'. A premium banner states 'You have unlimited browsing with Premium'. The results list four profiles: Nick Petit (GM of Informatics @ Abbott), Shaun Emerson (Marketing Manager, Connectivity at Abbott), Genevieve Nuzzo (Call Center Leader), and Shaurya B. (Senior Brand Manager @ Abbott | Diabetes & Obesity). A filter overlay is open on the right, titled 'PREMIUM Filter only People by'. It includes checkboxes for 'Marketing', 'Coaching & Mentoring', and 'Project Management', along with an '+ Add a service' button. Below these are input fields for 'Keywords', 'First name', 'Last name', 'Title' (with 'Internal Audit' entered), 'Company', and 'School'. At the bottom of the overlay are 'Reset' and 'Show results' buttons.

Search results for "Internal Audit" (about 129,000 results):

- Nick Petit** • 2nd  
GM of Informatics @ Abbott  
Greater Chicago Area  
Mutual connections: Ron Kirschner, Mark Achler, and 77 other mutual connections
- Shaun Emerson** • 2nd  
Marketing Manager, Connectivity at Abbott  
Chicago, IL  
Mutual connections: Randy Horton, Richard Zenner, and 2 other mutual connections
- Genevieve Nuzzo** • 2nd  
Call Center Leader  
Park Ridge, IL  
Mutual connections: Anthony Gargiulo Jr, Cathy Landman, and 1 other mutual connection
- Shaurya B.** • 2nd  
Senior Brand Manager @ Abbott | Diabetes & Obesity  
Greater Chicago Area  
Mutual connections: Lesly Marban and Santiago Peralta are mutual connections

Filter overlay (PREMIUM):

- Filter only People by
- Marketing
- Coaching & Mentoring
- Project Management
- + Add a service
- Keywords
- First name:
- Last name:
- Title:
- Company:
- School:
- Reset



# Searching on LinkedIn...

The screenshot shows the LinkedIn search interface. At the top, there is a search bar with the LinkedIn logo and a search icon. To the right of the search bar are navigation icons for Home, My Network, Jobs, Messaging, and Notifications. Below the search bar are filter buttons: People, Current company (4), Keywords (1), Connections, Actively hiring, and Locations. The search results section shows 14 results. A banner at the top of the results area states "You have unlimited browsing with Premium". The results list four profiles, each with a profile picture, name, title, location, and a "Connect" button. The profiles are: Bob Handel (Sr. Director, Internal IT Audit at Abbott Laboratories, Libertyville, IL), Ashley Wabara (Audit Manager at Abbott, North Chicago, IL), Jim Wenner (Vice President, Internal Audit at Abbott, Greater Chicago Area), and Jair Andrés Moreno (MS. Information Security, MBA, CCSP, CISSP, CIPP/US, CRISC, CISA, CISM, PMP, CDPSE, CSX-P, etc., Greater Chicago Area). A sidebar on the right shows promotional content for HBS Executive Education and qb.

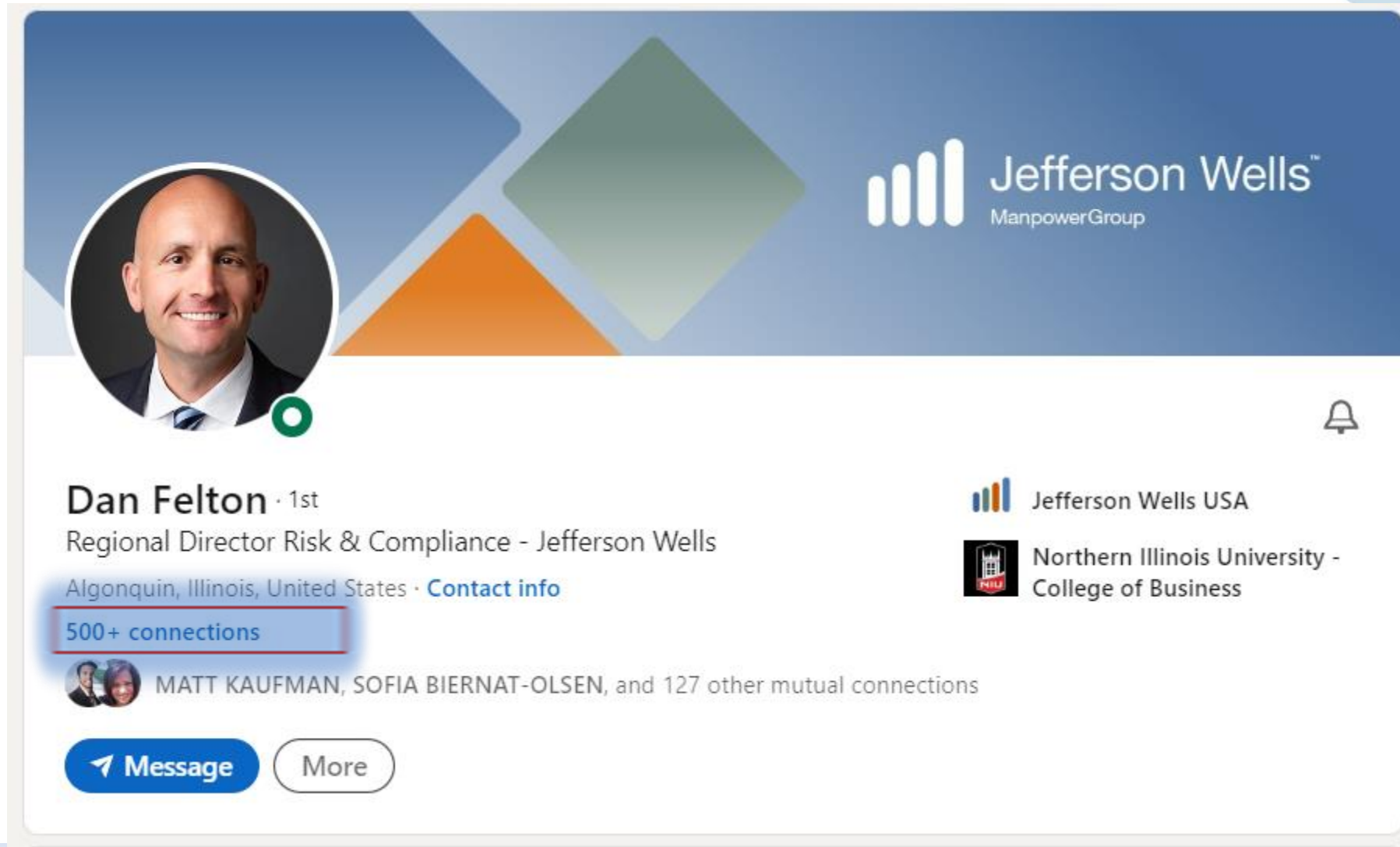
14 results

You have unlimited browsing with Premium

- Bob Handel** • 2nd  
Sr. Director, Internal IT Audit at Abbott Laboratories  
Libertyville, IL  
Don Ginocchio, Tory Ramaker, and 3 other mutual connections
- Ashley Wabara** • 2nd  
Audit Manager at Abbott  
North Chicago, IL  
Sydney Nelson, MPA, CIA is a mutual connection
- Jim Wenner** • 2nd  
Vice President, Internal Audit at Abbott  
Greater Chicago Area  
Andy Rusie, Ed Jelen, and 2 other mutual connections
- Jair Andrés Moreno** • 2nd  
MS. Information Security, MBA, CCSP, CISSP, CIPP/US, CRISC, CISA, CISM, PMP, CDPSE, CSX-P,...  
Greater Chicago Area  
Erik Wesselink is a mutual connection



# Searching on LinkedIn...



The image shows a LinkedIn profile for Dan Felton. The profile picture is a circular headshot of a man with a shaved head, wearing a suit and tie. To the right of the profile picture is a green status indicator. The background banner features the Jefferson Wells logo (a stylized bar chart) and the text "Jefferson Wells™ ManpowerGroup". Below the profile picture, the name "Dan Felton" is followed by "· 1st" and "Regional Director Risk & Compliance - Jefferson Wells". The location is listed as "Algonquin, Illinois, United States" with a "Contact info" link. A blue box highlights "500+ connections". Below this, it says "MATT KAUFMAN, SOFIA BIERNAT-OLSEN, and 127 other mutual connections". At the bottom are "Message" and "More" buttons. On the right side of the profile, there is a notification bell icon and two organization logos: "Jefferson Wells USA" and "Northern Illinois University - College of Business".

**Dan Felton** · 1st  
Regional Director Risk & Compliance - Jefferson Wells  
Algonquin, Illinois, United States · [Contact info](#)  
**500+ connections**  
MATT KAUFMAN, SOFIA BIERNAT-OLSEN, and 127 other mutual connections  
[Message](#) [More](#)

Jefferson Wells™  
ManpowerGroup

Jefferson Wells USA  
Northern Illinois University -  
College of Business



# Searching on LinkedIn...

The screenshot shows the LinkedIn search interface. At the top, there is a search bar with the LinkedIn logo and a search icon. Below the search bar are navigation icons for Home, My Network, Jobs, Messaging, Notifications, and Me. A secondary navigation bar includes filters for People, Connections (2), Dan Felton, Actively hiring, Locations, Current company, All filters, and Reset. The main content area displays 892 results for the search term 'Internal Audit'. A premium banner at the top of the results area states 'You have unlimited browsing with Premium'. The results list includes profiles for Christopher Fejko, Lyndon Taylor, Rob James, Renee Beckman, Michael Rotsaert, and Kevin O'Grady, each with a 'Connect' button. On the right side, a filter sidebar is open, showing options to filter by 'People' and 'Service categories'. The 'Service categories' section includes checkboxes for Consulting, Finance, Coaching & Mentoring, Operations, and Accounting. The 'Keywords' section has input fields for First name, Last name, Title (with 'Internal Audit' entered), and Company. A 'Reset' button and a 'Show results' button are located at the bottom of the filter sidebar.

# Searching on LinkedIn...

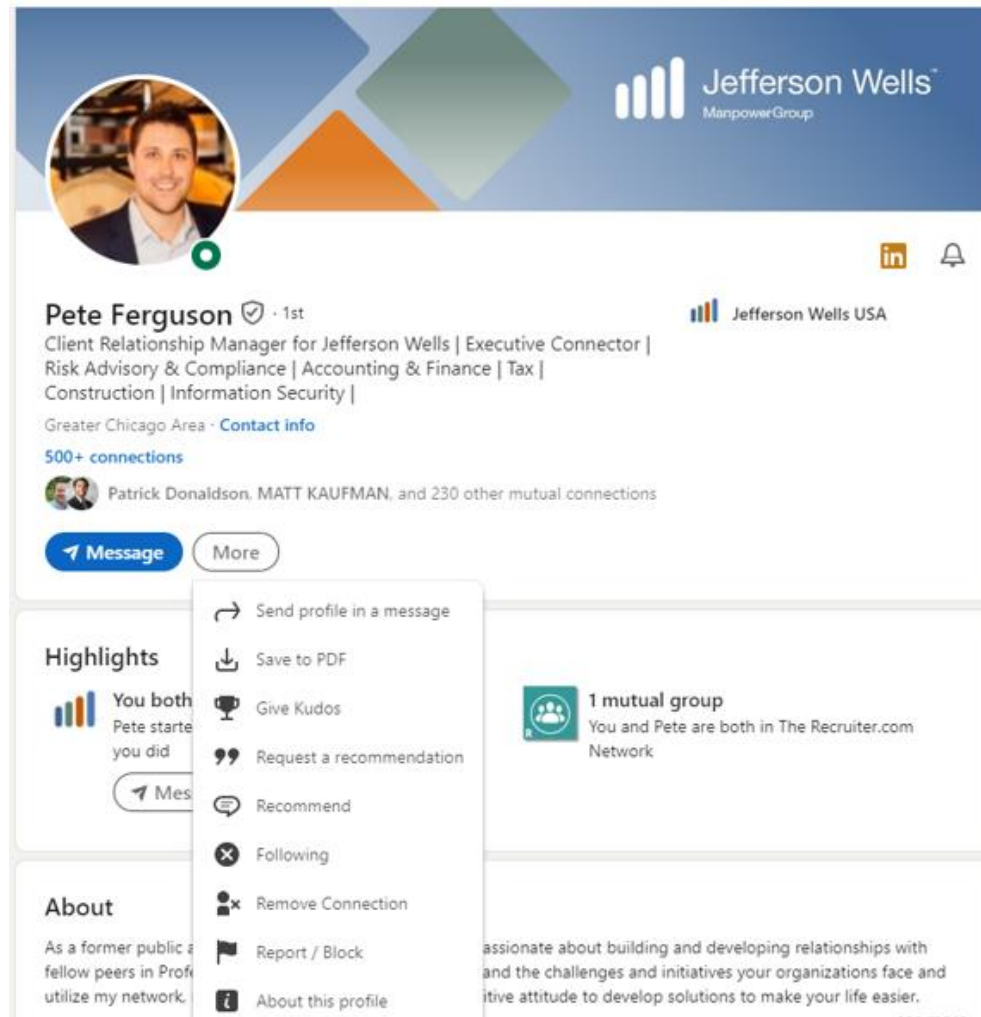
The screenshot shows the LinkedIn search interface. At the top, there is a search bar with the LinkedIn logo and a search icon. To the right of the search bar are navigation icons for Home, My Network, Jobs, Messaging (with a notification badge), Notifications (with a notification badge), and Me. Below the search bar is a filter bar with several buttons: 'People', 'Connections 2', 'Dan Felton', 'United States 1', 'Keywords 1', 'Actively hiring', and 'All f'. The search results are displayed in a list format, showing 35 results. The first five results are visible, each with a profile picture, name, title, location, and a 'Connect' or 'Message' button. The first result is for Andrell Holloway, an experienced CPA audit/business process professional leading internal audit at National Express, located in Chicago, IL. The other four results are for Victoria C. (Director), Mark J. Alexander (Chief Compliance, Audit & Risk Executive), Rob Gould (Retired), and C.E. Veeck (Director-Internal Audit at Edw. C. Levy Co.).

35 results

- Andrell Holloway** • 1st  
Experienced CPA audit/business process professional leading internal audit @ National Expre...  
Chicago, IL  
810 followers • Ken Blanck, MBA, Monte Weirman, CPA, and 81 other mutual connections
- Victoria C.** • 2nd  
Director  
Chicago, IL  
Kristina Paschall, Dan Felton, and 5 other mutual connections
- Mark J. Alexander** • 2nd  
Chief Compliance, Audit & Risk Executive / Global Speaker / Thought Leader  
Greater Chicago Area  
Joel Block, Jan Sather, and 256 other mutual connections
- Rob Gould** • 2nd  
Retired  
Greater Milwaukee  
Dipak Shah, Monte Weirman, CPA, and 39 other mutual connections
- C.E. Veeck** • 2nd  
Director-Internal Audit at Edw. C. Levy Co.  
Dearborn, MI  
David Shackelford, Dan Felton, and 5 other mutual connections



# Searching on LinkedIn...



The image shows a LinkedIn profile for Pete Ferguson, a Client Relationship Manager at Jefferson Wells (ManpowerGroup). The profile includes a profile picture, a cover photo with the company logo, and a list of skills such as Risk Advisory & Compliance, Accounting & Finance, Tax, Construction, and Information Security. A context menu is open over the 'More' button, listing actions like 'Send profile in a message', 'Save to PDF', 'Give Kudos', 'Request a recommendation', 'Recommend', 'Following', 'Remove Connection', 'Report / Block', and 'About this profile'. The 'Highlights' section shows a post from Pete Ferguson, and the 'About' section mentions his background as a former public accountant.

**Pete Ferguson** · 1st  
Client Relationship Manager for Jefferson Wells | Executive Connector | Risk Advisory & Compliance | Accounting & Finance | Tax | Construction | Information Security |  
Greater Chicago Area · [Contact info](#)  
500+ connections  
Patrick Donaldson, MATT KAUFMAN, and 230 other mutual connections

[Message](#) [More](#)

**Highlights**  
You both... Pete started you did  
[Message](#)

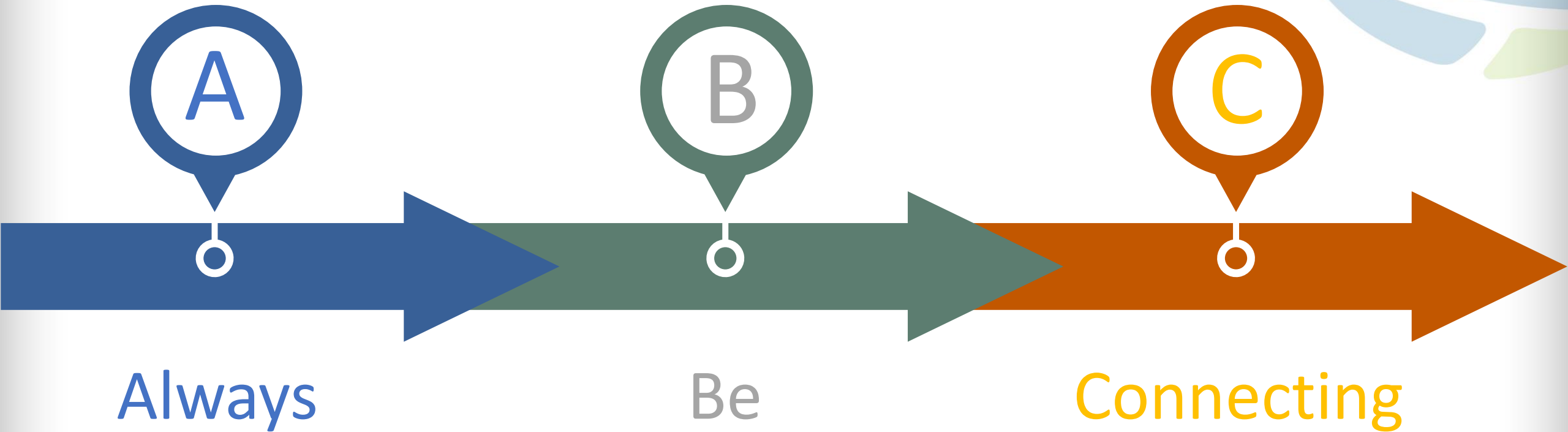
**About**  
As a former public accountant, I am passionate about building and developing relationships with fellow peers in Professional Services and utilizing my network to help them overcome the challenges and initiatives your organizations face and develop solutions to make your life easier.

**1 mutual group**  
You and Pete are both in The Recruiter.com Network

- Send profile in a message
- Save to PDF
- Give Kudos
- Request a recommendation
- Recommend
- Following
- Remove Connection
- Report / Block
- About this profile



# LinkedIn for Networking...



# LinkedIn can benefit you and your relationships...



RECRUITER OR A CAREER POSITION



INTERNSHIP



NETWORKING INTRODUCTION



DISPUTE RESOLUTION



# The NCG Factor



The Institute of  
**Internal Auditors**  
*Chicago*

*“If you lead with yourself, you will leave with yourself”*  
- Larry Kaufman (ME!)



The Institute of  
**Internal Auditors**  
Chicago

# The NCG Factor Defined and Applied



**Before NCG:** Networking is the action or process of interacting with others to exchange information and develop professional or social contacts.



**After NCG:** NETWORKING is the action or process of initiating a relationship to CONNECT them with my circle of influence and knowledge, ask questions and really listen to find out what they need and GIVE back to them and those most important to them.





# The NCG Factor Defined and Applied



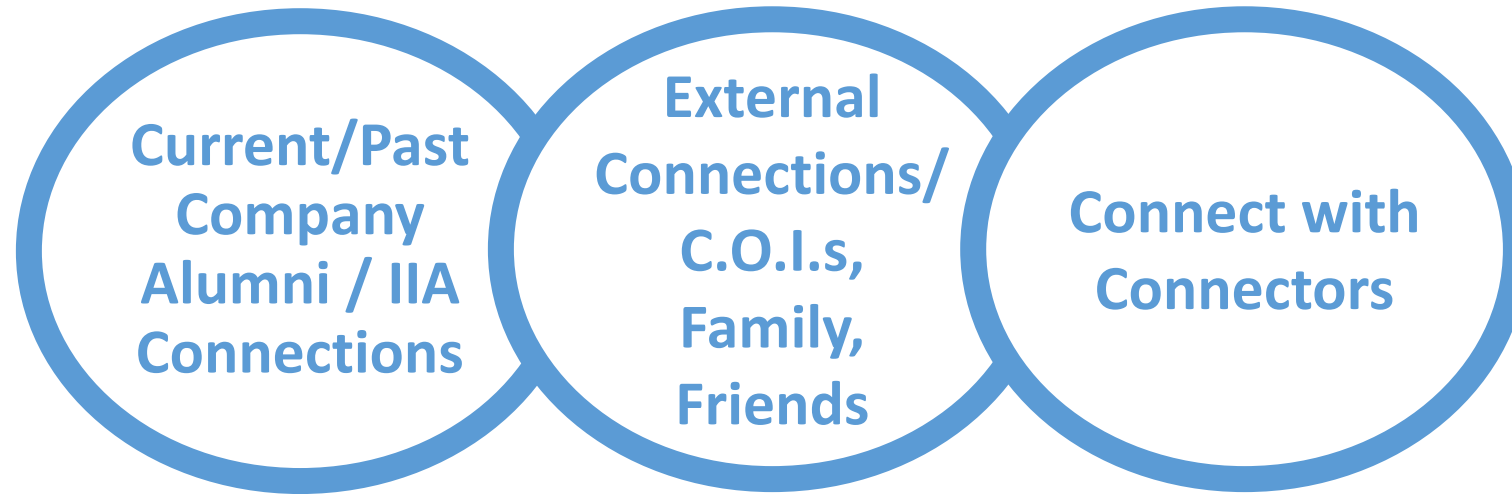
Strategic NCG Networking from 1:1  
to Events – Virtual/Live

Goal and Purpose Driven

# The NCG Factor Defined and Applied



## Inner & Outer Circles



# The NCG Factor Defined and Applied



5 Powerful Words

HOW CAN I HELP YOU?

Mentor/Share  
your Network

Support  
Special  
Projects

Philanthropic  
Causes



# The NCG Factor Defined and Applied



Hard to say “NO”

CAN YOU DO ME A FAVOR?

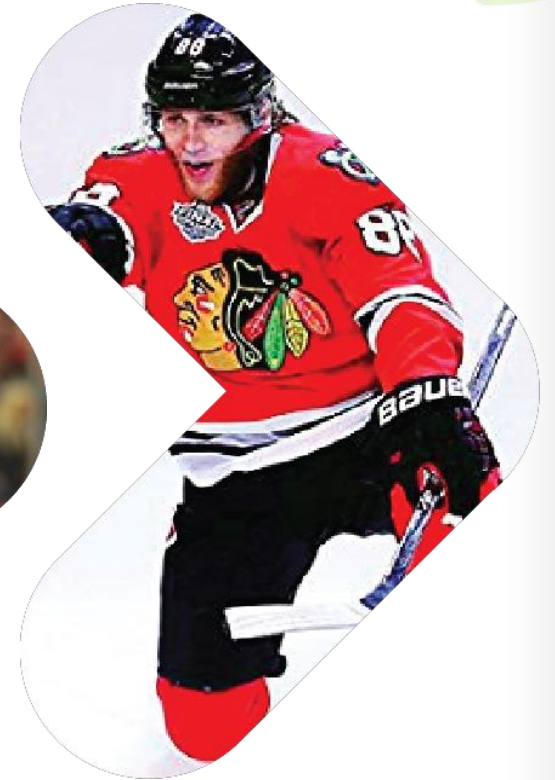
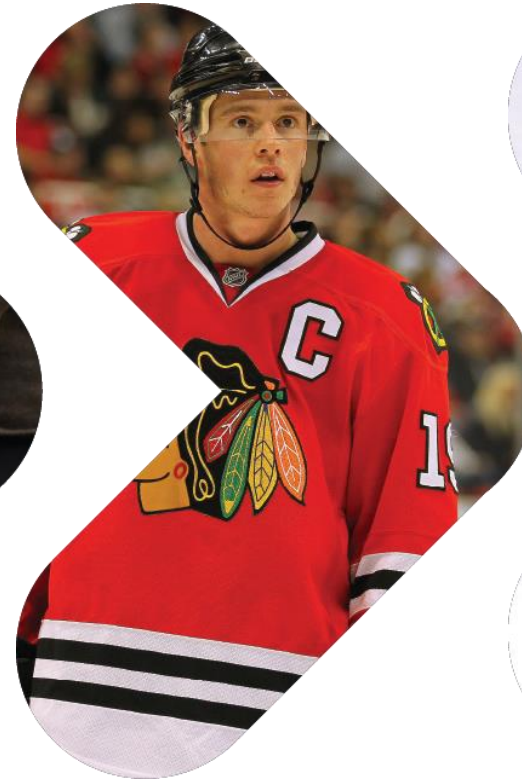


# The NCG Factor Defined and Applied



# The NCG Factor Defined and Applied

Desmond Clark  
The Blackhawks





# The NCG Factor Defined and Applied



A fellow peer's child is in transition or looking for an internship or 1<sup>st</sup> job...

Pre-NCG Conversation?

Post-NCG Conversation?

# The NCG Factor Defined and Applied



**Set an NCG Goal**

Daily, Weekly, Monthly



# The NCG Factor Action List



- 🔑 Self-Reflection – Listen – Give & Connect
- 🔄 Build and Define your Inner and outer circles
- 🎯 Set a goal to help others – Embrace NCG
- 🧩 Create your introduction / Meet 1 Person/Month
- ▶▶ Pay it Forward / **BECOME INDISPENSABLE!!!**



# Q&A / Contact Info



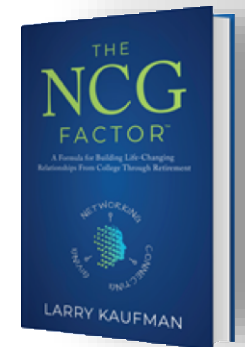
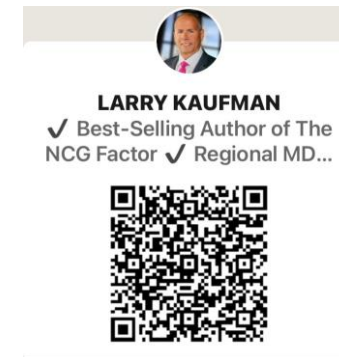
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The NCG Factor



**THANK YOU FOR ATTENDING!**



The Institute of  
**Internal Auditors**  
Chicago