

## NEWSLETTER

### **"The Art of Living Abroad - Secrets for a Happy and Successful Life" For Courageous People on the Move**

**March/April Issue (3)**  
"The Power of Networking"



#### **Tips for Internationally Mobile People who wish to maximise their success, happiness and work/life balance while living abroad**

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This newsletter goes to subscribed readers only! If you have not subscribed yet, please type "Newsletter please" in the subject line and e-mail me back.

The number of our newsletter subscribers grows daily which shows us the interest and relevance of this topic in today's globalised world. Please note that this is a combined issue. Our next issue will be published in May.

**Please pass this newsletter on to anybody you know around you (colleagues at work, friends outside work who are preparing for a life on the move, etc.) who could benefit from it.** Thanks for keeping this issue unaltered.

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#### **WHAT TO EXPECT IN THIS NEWSLETTER**

1. A WORD FROM JEANNE
2. FEATURE ARTICLE – The Power of Networking
3. YOUR ASSIGNMENT TOOLBOX
4. BOOK TIP AND WHAT TO EXPECT IN OUR May 2008 ISSUE
5. NEWS AT HEINZER CONSULTING
6. ABOUT JEANNE



## 1. A WORD FROM JEANNE

**Spring is here** and our days are getting longer. More light can have a wonderful impact on our wellbeing and creativity. Get inspired by the flowers around you or by happy children playing in the park. Go for a simple walk during lunchtime instead of sitting in a cafeteria or restaurant. We all feel the desire to go out and reach out again in our lives and to connect with nature and other people around us at this time of the year.

Just three months are left until the summer break. How would you like to spend this time, what are your priorities? When you look ahead, **what is the one thing that you would like to see accomplished until July?** For me it is defining the kind of business that I want to establish here in the United States and taking the first steps to realise my vision. For you, it may be growing your social or professional network or finding the job you love, it may be your own personal development and knowing your next steps. Read our feature article below and **get some expert tips** on how and where to grow your own network in a new culture.

**This newsletter is both for you the International Manager, i.e. the one who is being sent abroad as well as for your Accompanying Partner (male or female).** We all need additional support, information and care when we move to a new location. We also face an increased responsibility for our lives and those of the people around us.

Can you give us your ideas and feedback about our newsletter? What do you like about it and what else would you like to see addressed? What are our ideas on how to further improve it? One of our ideas is to feature an article about "School Choice International", a company with more than 70 consultants all over the world to help families on the move make the right choice when changing countries. And there is more to come.

Enjoy spring and all the colours around you!

Warm regards,

Jeanne  
Founder and President

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## 2. FEATURE ARTICLE – The power of networking

*"If you are not networking, you are NOT working." (Nigel Risner, [www.nigelrisner.com](http://www.nigelrisner.com))*

*"Networking is not about handing out business cards. If you build the relationship first, get to know someone, and they like you, then they will ask you for your card. That is much better. (Donna Messer, [www.connectuscanada.com](http://www.connectuscanada.com))*

**Who needs networking?** It is interesting to see the different reactions to the word networking. For some cultures it is a normal part of their vocabulary, for others it is the equivalent of nepotism. I remember asking my husband's boss in Switzerland – we were supposed to be transferred from London back to Switzerland – whether his company could provide me with a few networking contacts in Basel to

help me get started. He looked at me and said: "We need to be careful, this may be considered nepotism in Switzerland. "

What culture shock for me. Coming from a real "job jungle" in London I had learned all the bits and pieces about networking in a three months Career Coaching Programme with Right Associates and practised it like hell. Sometimes I had five networking meetings on one day and came home totally exhausted. However, it worked out. I got two job offers and as a result of my networking, I was offered great freelance work for two British companies. Those results produced enough work to have my own business, tons of free time to travel around and good money.

**So what is acceptable in a country like Switzerland?** Two of the most important values in Switzerland are understatement and modesty which explains the extreme reaction to the term of networking. Networking means telling people about who you are and what your skills are. So somehow it is also about selling yourself. At the same time it is like an informational interview. The more networking you do before the actual job search process the more confident you become. This is even more relevant when you come from a different culture as you need to familiarise yourself with a new communication style.

**In some cultures networking is easy and fast because it is part of the culture.** This means that you may meet once or twice and the contact is established and your partner provides you with relevant information. In Switzerland networking is time consuming because the Swiss culture is more relationship oriented than task oriented. Relationship first, task second. Not task (business first) and relationship second. You need to establish a firm relationship by establishing a strong personal contact. This personal contact has to be maintained on a very regular basis through meetings, a personal card, an e-mail with a personal note. Your networking partner wants to get to know you as a person, not only talk about business. The relationship is being established in order to do business together at a later stage. Establishing mutual trust only works through a strong personal bond. This takes time and patience and is different according to where you live in Switzerland with its 26 cantons and four different language regions.

Networking has helped me during all six of my country changes. Every two to three years we changed countries so I had to be fast in establishing my new network.

### **Jeanne's top 10 personal spring tips to establish a network in a new culture**

- ✓ know exactly what you wish to achieve and **have the courage to ask others for help and advice**
- ✓ **establish a relationship and mutual trust** before you talk about your professional ideas (e.g. talk about your hobbies, your families, your travel first)
- ✓ **never ever ask for a job but be passionate** about an industry, a specific job or your own business – your passion will be infectious and others will notice it and YOU
- ✓ realise that **every contact you have is a networking contact** (your family, your elementary school friends, the parents of your kids' friends)
- ✓ **ask for information** and support but also **offer information** in return that may be of value to your networking partners
- ✓ network with people where **you feel a connection** and where the chemistry is right, anything else can be a waste of your and your partner's time
- ✓ **prepare thoroughly** for a networking meeting and follow up and **send a thank you note** right away.
- ✓ **understand what networking means in a specific culture** and be familiar with it's do's and don'ts, learn the local networking rules
- ✓ **network with people that are well connected**, one contact to them may open a thousand doors for you

## Where to network?

Jo Parfitt and Jacqui Tillyard tell us in their book "Grow your own networks" (see book tip) to network

- ✓ **in formal and more informal clubs** such as the Rotary Club, a Golf Club, a Professional Association, an Expatriate Organisation such as the American Womens Club or British Club, an industry, a specific job or your own business – your passion will be infectious and others will notice it and YOU
- ✓ **in breakfast clubs** where members meet at 7 or 8 am to introduce themselves in a 30 second ..... or are expected to provide referrals to each other
- ✓ **on the Internet**, you can join a chat group according to your specific interest or you can join an electronic newsletter such as this one
- ✓ **at conferences**, attend a certain number of conferences connected with your interests, be a normal visitor or even better, be both a speaker and a visitor
- ✓ **through creating your own network**, if you wish to be a journalist, create a Writer's Circle, if you are a Coach and wish to continue in this area, create a Coaches roundtable

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### 3. YOUR ASSIGNMENT TOOLBOX

#### **TOOL 3 "Coach yourself to networking success"**

(taken from Jo Parfitt's and Jacqui Tillyard's book "Grow your own networks", exercise can be used anytime you wish to grow and expand your own network)

**Questions to ask yourself** (sit down and write the answers down that come to mind):

- ✓ What sort of help do you need with growing your network and your business?
- ✓ Whom can you ask for that help right now?
- ✓ List ten desired outcomes that you would like to achieve through your networking efforts
- ✓ Which networks could you join to find supporters
- ✓ Which networks could you join to find someone to mentor?
- ✓ Which networks could you start yourself?
- ✓ List three people you could meet for lunch or coffee next week
- ✓ List four pieces of information you can pass on to your contacts
- ✓ Identify your best contacts now. Make a list of the ten people you know who give you the most connections. Promise yourself that you will look after them.
- ✓ List ten people, networks or resource that no longer serve you in some way
- ✓ List ten things you could do more efficiently to make more time for networking

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### 4. BOOK TIP/WHAT TO EXPECT IN OUR "MAY 2008 ISSUE"

#### **Jo Parfitt and Jacqui Tillyard "Grow your own networks" (available via Amazon)**

In their book Jo and Jacqui want their readers to get their hands dirty too and to get to grips with the practical side. They say "It does not matter how many books you read on the subject, your garden will not grow unless you get out there and tend it." And so they put together 20 tips to make their readers think about networking and 20 tasks to make them work. Jo's website is [www.thebookcooks.com](http://www.thebookcooks.com).

#### **Jo and Jacqui recommend the following books to learn about the art of networking:**

"Network your way to success: discover the secrets of the world's top connectors" by John Timperly, Piatkus

"Power Networking: 59 Secrets for Personal and Professional Success" by Marilyn Hermance, Donna Fisher, Sandy Vilas, Bard Press (TX)

FEATURE ARTICLE IN OUR MAY ISSUE:  
"How to find and create your dream job"

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## 5. WHAT'S NEW AT HEINZER CONSULTING

Heinzer Consulting has moved to the United States. Thanks to our access to great technology (Skype, low telephone costs etc.) we can easily continue to serve our customers (individuals, companies) worldwide through a network of dedicated Coaches and Trainers.

Heinzer Consulting offers Personal Coaching as well as Intercultural Training with Coaching throughout the whole length of the assignment. Research has shown that three months after an Intercultural Training, participants only retain a training impact of 24%, while training plus coaching retains an impact of 87%.

If you would like a **partner who can help you achieve more personal happiness and professional success and a great work/life balance while living your life on the move** please contact Jeanne at [jheinzer@heinzerconsulting.com](mailto:jheinzer@heinzerconsulting.com) for an informal and FREE discussion of your current challenges. Jeanne can coach you herself or can put you in touch with the right coach no matter where you live.

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## JEANNE'S BACKGROUND

Jeanne A. Heinzer, the owner of Heinzer Consulting, is a trained Coach and Expat Expert who supports internationally mobile people to live happier and more successful lives. She enables them to take an informed decision from the moment the assignment is being offered. Jeanne helps them to address their concerns before and during the assignment and helps them to prepare them for repatriation. She supports Accompanying Partners to see a new assignment as a big opportunity rather than a threat. She uses solutions focussed Coaching as well as NLP (neuro linguistic programming) to guide them to new insights and ways of looking at a potential assignment and to realise the opportunities that exist.

### **Jeanne and her team of coaches worldwide offer the following for courageous people on the move:**

- Pre-Assignment Coaching for Individuals/Couples "Is this assignment really for me/us?"
- Expatriate Coaching for "First Timers", i.e. for people preparing for their first assignment abroad
- Expatriate Coaching for "Multiple Country Changers"
- Lifestyle Coaching for Accompanying Partners
- Relationship Coaching for Couples

Please contact Jeanne for an informal and FREE half an hour discussion of your current challenges and dreams.

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Website: <http://www.heinzerconsulting.com>

Please send us a quick e-mail if you do not wish to receive any further information from us.

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