



SCHOOL OF PUBLIC AND ENVIRONMENTAL AFFAIRS

# NETWORKING IN GRADUATE SCHOOL

Alison Pitt Polley, MPA/MA'12  
Director of Alumni Relations and Advancement

INDIANA UNIVERSITY BLOOMINGTON

# What is Alumni Relations?

We provide a voice to alumni and opportunities for them to give back to SPEA:

- advising current students (informational interviews and mentorship)
- feedback on educational priorities
- contributing financially to SPEA scholarships and more.

Our office takes an active role in helping current students and faculty connect to the alumni network.

# The SPEA Alumni Network



**More than 34,000** total SPEA alumni

**23,000+** SPEA alumni from Bloomington campus

SPEA Bloomington  
**4,300+**  
MPA alumni

**1,500+**  
MSES alumni

**540+**  
MAAA alumni

# Top SPEA Alumni Destination Cities

City/Major Area	SPEA IUB Alumni	SPEA IUPUI Alumni	Total
Central Indiana	4,800+	4,000+	8,800+
Chicago	3,400+	150+	3,550+
Washington DC + Baltimore	800+	800+	1,100+
New York	550+	20+	570+
Cincinnati	400+	60+	460+
Louisville	350+	100+	460+
Evansville	300+	140+	440+
Denver/Boulder	300+	40+	340+
Los Angeles	300+	20+	320+
Seattle	130+	190+	320+
San Francisco	230+	30+	260+



# There are SPEA alumni everywhere, happy to help



**Srikant Sastry, MPA'88**

National Managing  
Principal  
Grant Thornton  
Washington, DC



**Andrew  
Duncelman, MPA'09**

Economic Opportunity  
Lead, Global  
Philanthropy  
Google  
San Francisco, CA



**Michelle Boone,  
MPA'98**

Chief Program and Civic  
Engagement Officer  
Navy Pier, Inc. (NPI)  
Chicago, IL



**Erin Toelke, MSES'98**

Vice President, Energy  
Programs  
Tetra Tech  
Minneapolis, MN



# Major employers of SPEA grads

## US Environmental Protection Agency

*More than 70 SPEA alumni*

Alum Greg Fried provides workshops on how to use alumni connections to get through USAJobs



## Baker Tilly

Alum Allison LeMay offers workshops on consulting, including working through cases with current students.



**Crowe Horwath**

**PwC**

**Deloitte**

**Grant Thornton**

**NSWC Crane**

**ICF**

**State of Indiana**

**City of Indianapolis**

**The Nature Conservancy**

**Wolf Trap National Park for the**

**Performing Arts**

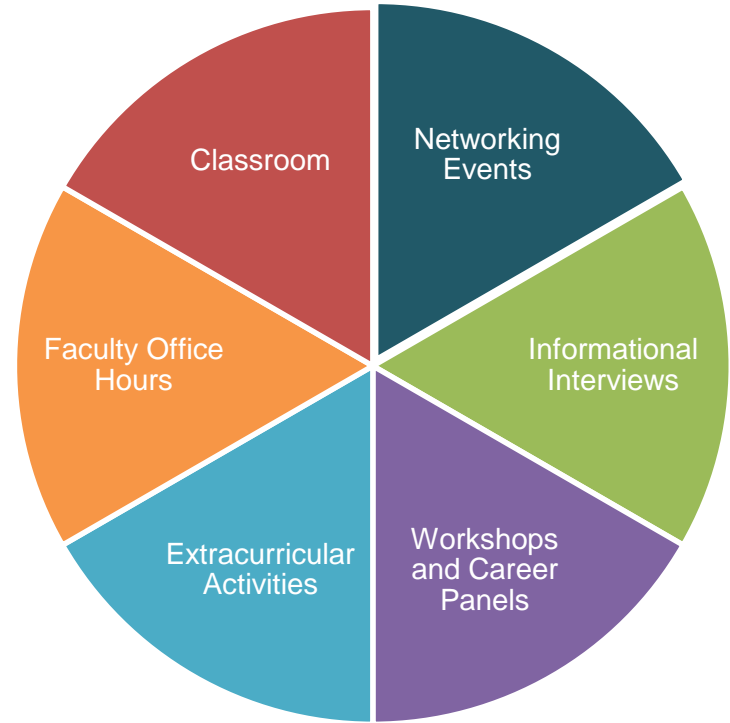
**Chicago Symphony Orchestra**

**CCS Fundraising**



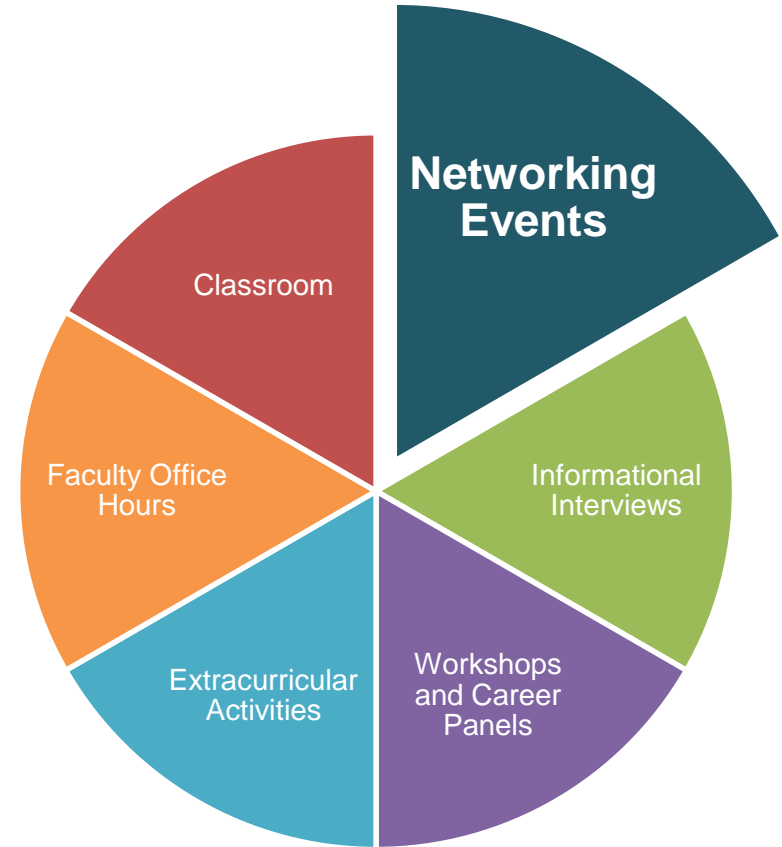
# Networking in Graduate School

- Career advice
- Internship and job leads
- What can I do with my degree?
- Getting your name out there, now and in the future



# Networking Events

- Have a goal and a quick overview of yourself
- Read the event details before going; research who will be there if you can
- Dress professionally, and wear something with pockets
- Bring a friend and use each other!
- Everyone is nervous!
- State your name clearly and use it multiple times





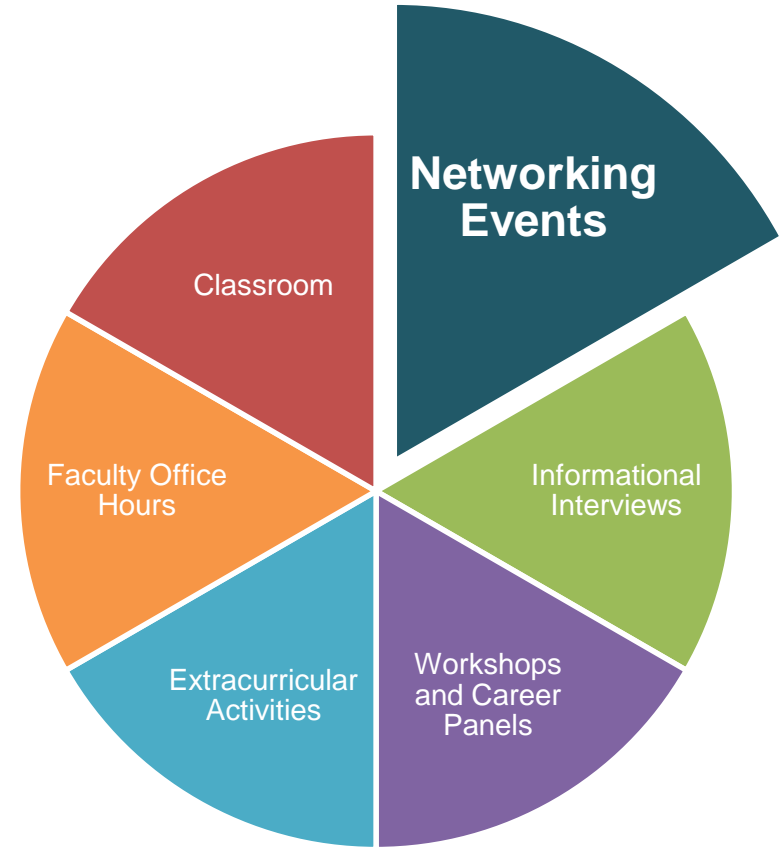
# Networking Events

- Keep it friendly, but professional
- Get some business cards – it's worth the investment
- Put your phone away
- Look people in the eye, and smile



# Networking Events

- Don't get caught in one conversation.  
“It has been lovely to chat with you, but I'm sure you'd like to meet others in the room tonight. May I follow up with you next week... It's been an absolute pleasure...”
- Limit yourself to one drink, or drink tonic water
- Eat ahead of the event
- Reward yourself after
- Follow up



# What on earth do I say to an alum?

- I don't mean to interrupt, but I just wanted to say hi...
- Hi \_\_\_\_\_. I'm Alison. Very nice to meet you.
- Hello, \_\_\_\_\_. Have you been to one of these events before?
- What were some of your favorite classes at SPEA?



# What on earth do I say to an alum?

- What do you do at \_\_\_\_\_ employer?
- How long have you been at \_\_\_\_\_?
- Did you know that's what you wanted to do while you were in school?
- Are you working on any exciting projects right now?
- How did you approach your internship/job search while you were in school? Do you have any advice for me?



# What on earth do I say to a faculty member?

- How long have you been at SPEA?
- What classes do you teach?
- What research projects are you working on right now?
- Do you have any restaurant recommendations in Bloomington?
- Do you have any off the wall recommendations for what to do in town?



# What not to say...

- I am Alison, I need a job/internship!
- Hi! Is your company/agency hiring?
- Hi, I only came here for a job. Do you know of anyone hiring?
- I don't really know what I want to do. – *SHARE YOUR VISION, it can always change!*
- Listen fully to others and don't interrupt to get your point across!



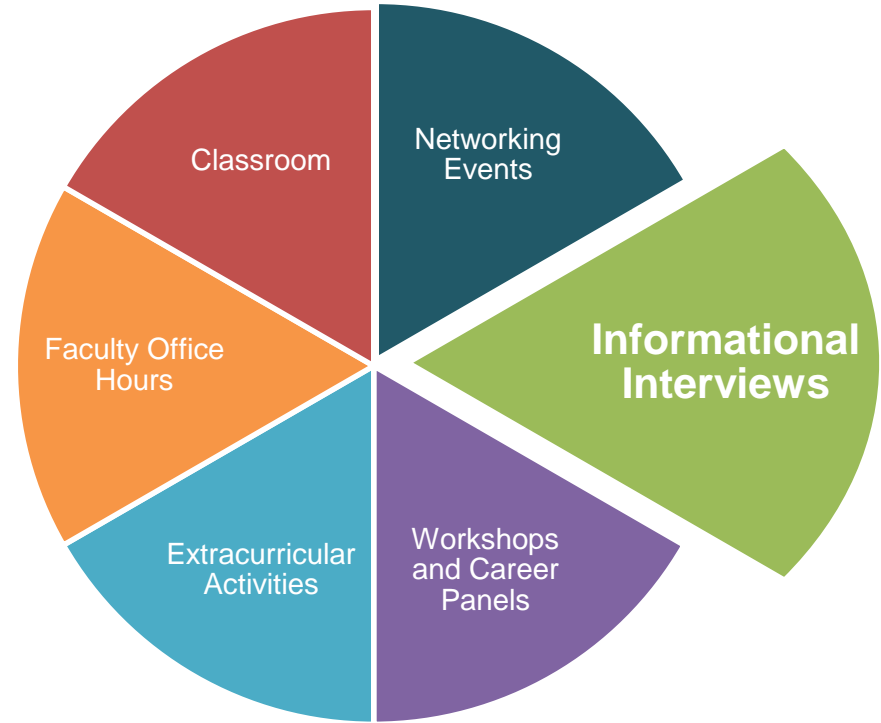
# How to Exit a Conversation

- Very nice talking with you \_\_\_\_\_. I am going to get another bite to eat. Thank you so much for your time!
- Very nice talking with you. I'm sure you'd love to meet some other people tonight, so thank you so much for your time!
- Thank you for your time! Are there any other people you think I should meet?
- This was so great. Do you think we could meet for coffee soon to continue our conversation?



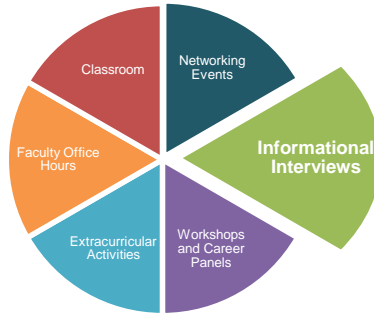
# Informational Interviews

- Getting your foot in the door and your name recognized
- Come prepared with an agenda and questions – you're trying to impress this person
- Build the relationship – make that person feel seen
- Follow up with a thank you, then send additional follow ups in the coming months





# Informational Interviews



Email [speaalum@indiana.edu](mailto:speaalum@indiana.edu) to set up a networking assistance session with our office – we will send a form that requests some information on you

Come prepared with: resume, cover letter, list of desired employers/fields/locations, a 2-3 sentence overview of yourself

We will review potential alumni connections and you will do additional research

Provide your top selections to our office, and we work to make introductions for you

## OUR REQUEST:

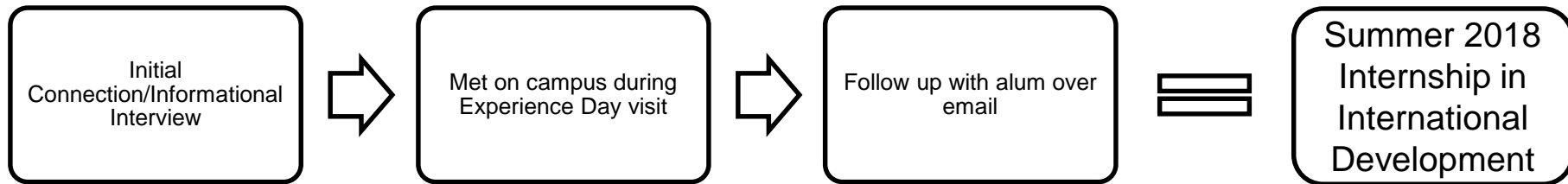
Thank the alum profusely and follow up.



# Alumni connections and internships



**Jonathan Nash,**  
**MPA'00**  
Acting CEO  
Millennium Challenge  
Corporation  
Washington, DC



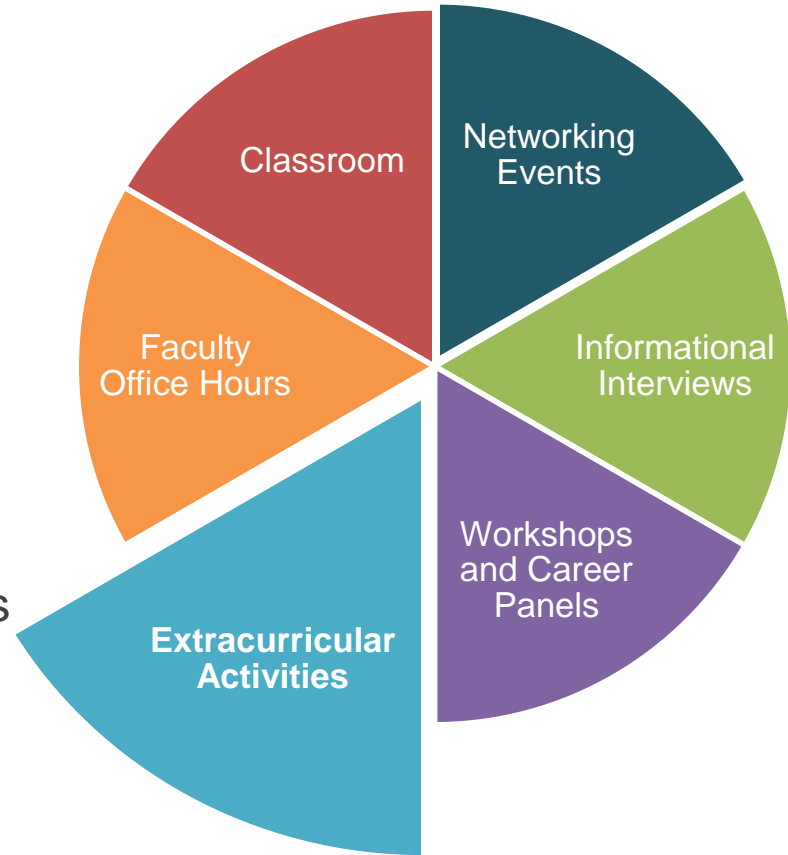
# Workshops and Career Panels

- Come prepared with questions
- Stick around and introduce yourself
- If the person shares their contact info, use it
- If it doesn't seem perfectly relevant to what you're doing, use it as practice



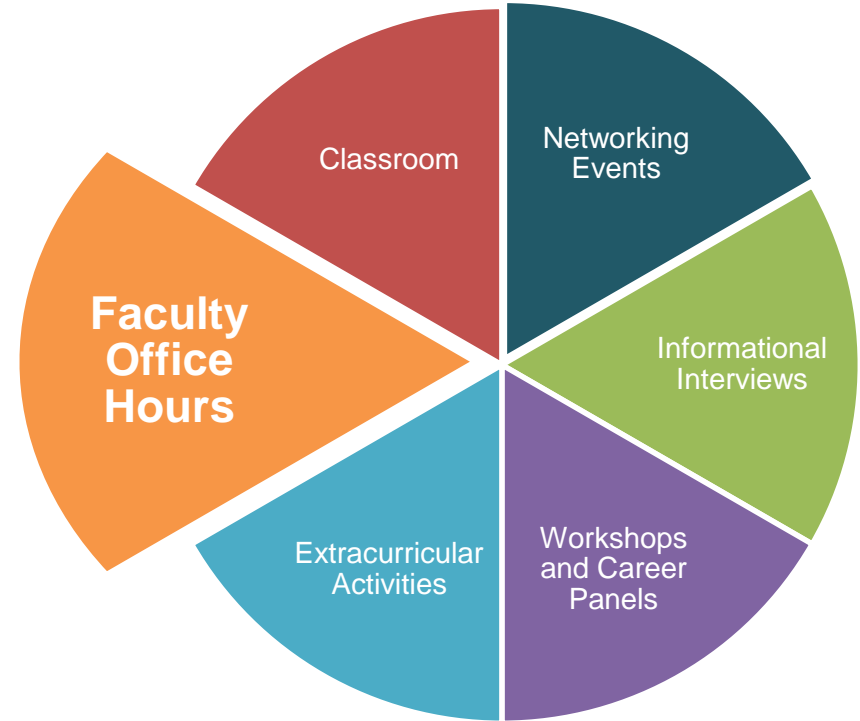
# Extracurricular Activities

- Are you building your network of like-minded SPEA students?
- Invite alumni back through your student organizations
- List on LinkedIn profile so alumni can see if you had similar experiences



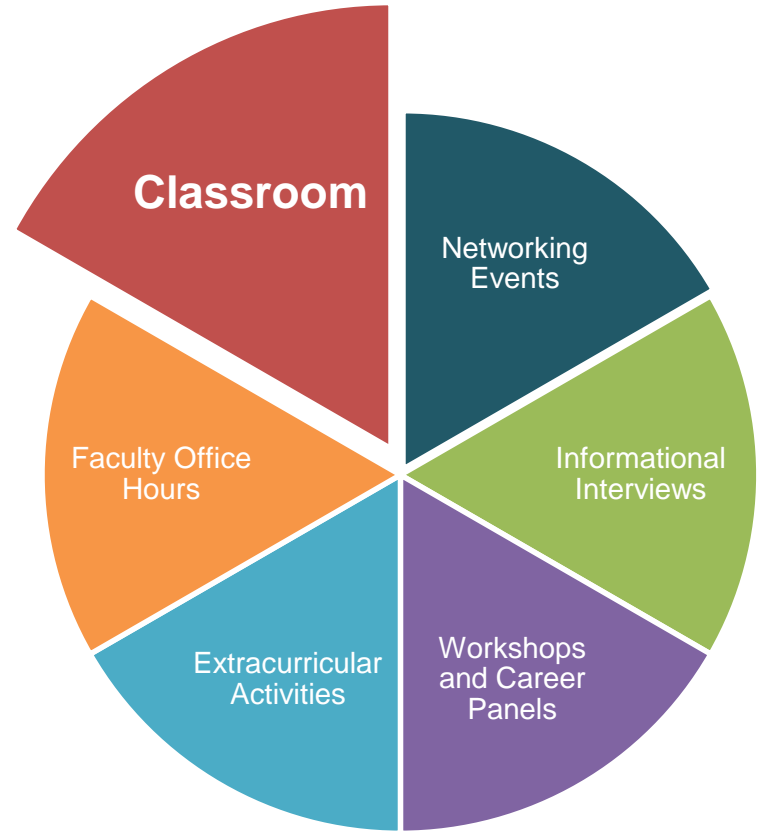
# Faculty Office Hours

- “But I get everything in class”
- They will remember you and go to bat for you
- Career advice
- Internship and job leads



# Classroom

- Speak up in class – your peers will notice
- Take the lead in group projects
- YOUR COHORT IS YOUR NETWORK – they might share opportunities with you down the road. Support each other!



# Resources for You

- **Alumni networking events**  
On campus and in key alumni markets
- **Individual consultations**  
With director of alumni relations for personal alumni connections at employers/cities of interest
- **Recruitment of alumni**  
For student organization panels and resources
- **Distinguished Alumni Council and SPEA Alumni Board**  
<https://spea.indiana.edu/alumni-giving/alumni/alumni-council/index.html>  
<https://spea.indiana.edu/alumni-giving/alumni/board-directors.html>



# Upcoming SPEA Alumni Networking Events

- **SPEA Distinguished Alumni Council Visit**  
Thursday, September 20, 2018  
Networking lunch, informational sessions, and more
- **Capitol Hill Colloquium**  
Thursday, October 4, 2018  
Washington, DC  
(Fall Break)
- **Chicago Alumni Networking Reception**  
Tuesday, October 23, 2018
- **Alumni Panels and Informational Interviews**  
Experience Day – November 2





# Who will be there tonight?

Jim	McHugh	Continuity Solutions	Founder
Dan	Clerget	Enroll Indy	Manager of Operations and Technology
Joshua	Cisney	Hoosier Energy	Renewable Energy Project Developer
Christy	Langley	Hoosier Energy	ED Coordinator
Lucas	Reynolds	Hoosier Energy	Environmental Specialist
Tessa	Skidmore	Indiana University Lilly Family School of Philanthropy	Research Associate
Julia	Shannon	IU Arts & Humanities Council	Program & Operations Coordinator
Jeff	Lilly	RCR Technology Corporation, Inc.	VP - Business & Gov't Services
Christopher	Emge	The Greater Bloomington Chamber of Commerce	Manager of Talent and ED
Angela	Sturdevant	The Nature Conservancy	Stewardship Manager
Regina	DiLamore	XPO Logistics Supply Chain	Environmental Manager



# **Alison's Keys to Networking**

**What do you want the people in the room to know about you?**

**How many people do you want to talk to?**

**Keep things friendly, but professional**

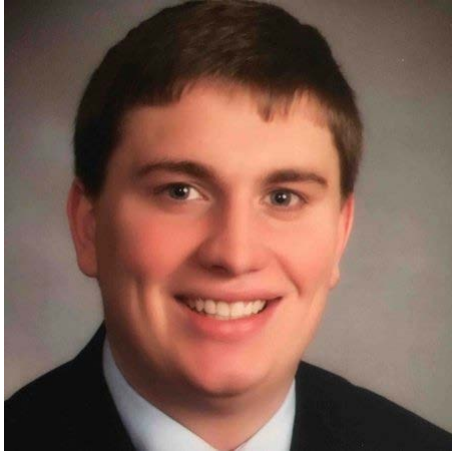
**Build an equal relationship**

**Manage your expectations**

**Follow up**



# SPEA Alumni Relations: USING THE ALUMNI NETWORK WORKS!



**Eric Brown**  
Pittsburgh, PA



Indiana University Bloomington  
Master's of Public Affairs, Nonprofit Management and Economic Development  
2015 – 2017

Dear Alison,

I just wanted to let you know that I accepted an Assistant Director of Annual Giving position at Carnegie Mellon, and thank you for your help throughout this process. I really appreciate you taking time to talk with me about what opportunities there were and connecting me with local IU alums. Those connections were critical in landing this amazing opportunity! If you ever have students interested in Pittsburgh, I would be happy to pay it forward and help them transition to this wonderful city.



# SPEA Alumni Relations: USING THE ALUMNI NETWORK WORKS!



**Annelise Huber**  
Detroit, MI



## Program Operations & Information Management Associate

The Kresge Foundation

May 2017 – Present • 4 mos

Troy, Michigan

- Conduct due diligence and compliance activities on nearly \$40 million of grants annually
- Analyze internal and external data to make strategic decisions for environmental and educational programs
- Reconcile and analyze grants and program budgets in excess of more than \$36 million
- Assist grantees and grantmakers with understanding and utilizing the grantmaking process to ensure an efficient grantmaking process



## Consultant

Public Sector Consultants

Sep 2015 – Apr 2017 • 1 yr 8 mos

Lansing, Michigan Area

- Performed market and economic impact analysis on health, agriculture, natural resources, and sustainability
- Conducted research on housing insecurity, poverty, energy, finance, and environmental issues and best practices
- Formulated strategies to address environmental, sustainability, and health issues
- Assessed and edited large datasets for effective and efficient communication*



## Indiana University Bloomington

Master of Public Affairs (MPA), Environmental Policy and Natural Resource Management, Policy Analysis, 3.74

2013 – 2015

Activities and Societies: LGBT Panelist, Energy Leaders Student Association (ELSA), Environmental Management and Sustainable Development Association (EMSDA)

Additional Emphasis: Health and Economic Development.

Study abroad: Kigali, Rwanda, May 2014

Rigorous three-week program on community building, economic and social issues, natural resource and environmental issues, and sustainable development in a post-conflict developing country.



# LinkedIn – Get to Your Network



## Education



### Indiana University Bloomington

MPA/MA, Master of Public Affairs, Master of Latin American and Caribbean Studies  
2009 – 2012



**SPEA**

### Indiana University School of Public and Environmental Affairs

Master of Public Affairs - MPA, Non-Profit/Public/Organizational Management  
2009 – 2012



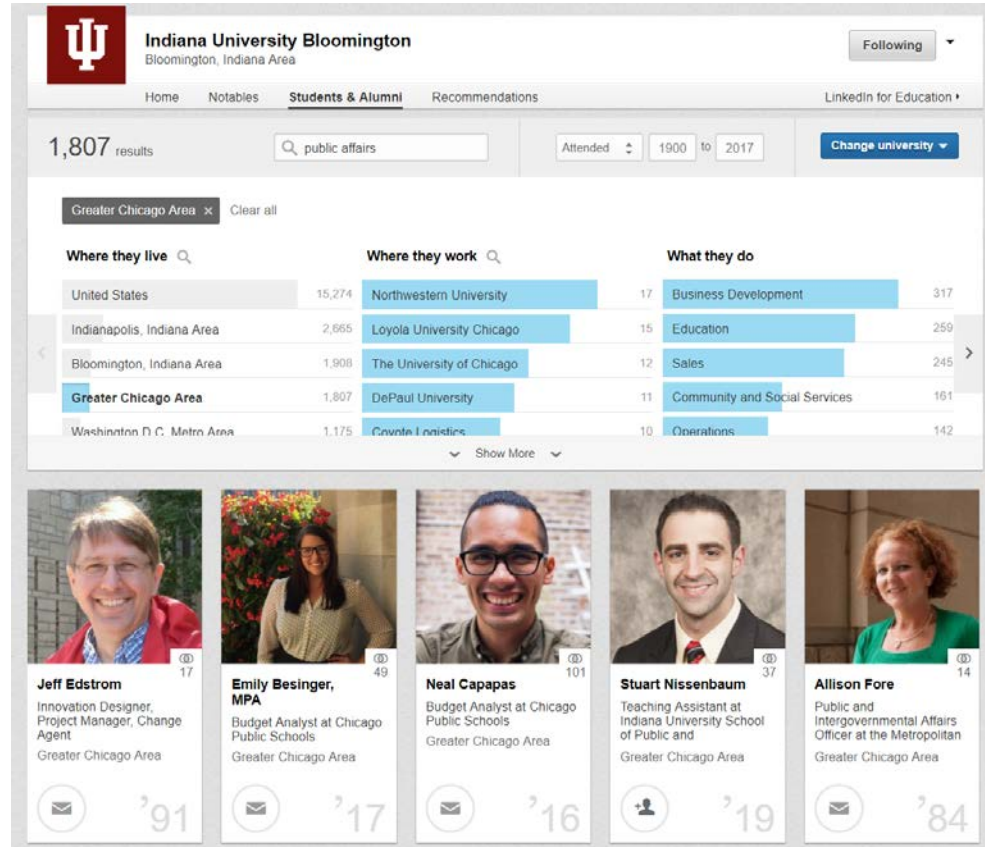
### Butler University

BA, Political Science, Spanish, Peace Studies  
2003 – 2007



# LinkedIn – the Ultimate Alumni Tool

and I Spend So Much Time There

A screenshot of the LinkedIn page for the Indiana University Bloomington Students & Alumni group. The page shows 1,807 results for the search "public affairs". It includes filters for location (Greater Chicago Area) and graduation year (1900 to 2017). The page is divided into three sections: "Where they live", "Where they work", and "What they do". Each section contains a horizontal bar chart showing the distribution of members across various categories. Below these sections, there are five member profiles displayed in a row, each with a photo, name, title, and location.

**Indiana University Bloomington**  
Bloomington, Indiana Area

Following


Home Notables **Students & Alumni** Recommendations LinkedIn for Education

1,807 results  Attended 1900 to 2017 [Change university](#)

**Greater Chicago Area** [Clear all](#)


Where they live	Where they work	What they do
United States 15,274	Northwestern University 17	Business Development 317
Indianapolis, Indiana Area 2,665	Loyola University Chicago 15	Education 259
Bloomington, Indiana Area 1,908	The University of Chicago 12	Sales 245
<b>Greater Chicago Area 1,807</b>	DePaul University 11	Community and Social Services 161
Washington D.C. Metro Area 1,175	Private Industries 10	Operations 142

[Show More](#)




**Jeff Edstrom**  
Innovation Designer,  
Project Manager, Change  
Agent  
Greater Chicago Area

17




**Emily Besinger,  
MPA**  
Budget Analyst at Chicago  
Public Schools  
Greater Chicago Area

49




**Neal Capapas**  
Budget Analyst at Chicago  
Public Schools  
Greater Chicago Area

101



**Stuart Nissenbaum**  
Teaching Assistant at  
Indiana University School  
of Public and  
Greater Chicago Area

37



**Allison Fore**  
Public and  
Intergovernmental Affairs  
Officer at the Metropolitan  
Greater Chicago Area

14



# LinkedIn – The Ultimate Alumni Tool and I Spend So Much Time There



**Indiana University School of Public and Environmental Affairs**  
Bloomington, Indianapolis and online

Home **Students & Alumni** Recommendations LinkedIn for Education

7 results  Attended 1900 to 2010

☒ Include people with no dates

Non-Profit/Public/Organizational Management

What they studied	What they're skilled at	How you are connected
Environmental Studies 18	Microsoft Office 4	1st Connections 1
Political Science and Government 18	Leadership 3	2nd Connections 1
Public Administration 15	Management 3	Group Members 3
Business Administration and Management 15	Event Planning 3	3rd + Everyone Else 3
Environmental Science 10	Customer Service 3	

**Nicole Laubacher**  
Program Manager at US Government Accountability Office  
Indianapolis, Indiana Area  
'06

**Michael Howe**  
CEO at Community Alliance of the Far Eastside (CAFE)  
Indianapolis, Indiana Area  
'10

**Kristen Allen Brackett**  
Business Development Specialist & Consultant  
United States  
'00

**Amar Iyengar**  
Student at Purdue University - Krannert School of Management  
Lafayette, Indiana Area  
'13

**Wesley Reidy**  
Broker Associate at Baird & Warner  
Greater Chicago Area  
'09



# Social Media Magic



## **Join/Follow:**

Indiana University SPEA Alumni Association  
Indiana University School of Public and Environmental  
Affairs (SPEA)

## **Join smaller SPEA groups, or start one yourself!**

SPEA DC Alumni Group  
SPEA in Chicago



## **Join the following groups:**

Official IU School of Public and Environmental Affairs  
(SPEA) Alumni Association – 2,900+ members  
IU School of Public and Environmental Affairs (SPEA)  
Career Development Office - 3,700+ members





# Timeline

- Sept/Oct 2018** Start thinking about your internships!  
You can explore options using the alumni network
- Fall 2018** Apply for internships (check the Alumni Tool or with us  
to see if there are SPEA connections at the employer of interest)
- Spring 2019** Finalize internship
- Summer 2019** Set up informational interviews in your internship city with other SPEA alumni!
- Fall 2019** Start preparing for your job search –  
You can explore options using the alumni network
- Spring 2020** Hit the job search hard – continue using our office especially after you graduate



# Add me on LinkedIn!

**Alison Pitt Polley**

**Director of Alumni Relations and Advancement  
IU SPEA**

**Benefits:**

- \*I post jobs on my feed shared by SPEA alumni
- \*I'm connected to more than 2,500 SPEA alumni (which makes them a second connection for you)
- \*I get to follow your career, see what you're up to, and share opportunities when it's appropriate!

**Jobs Shared with Me Over the Last Year**

Mathematica Policy Research – Policy Analyst  
Indiana State Budget Agency – Policy Analyst  
The Education Trust – West – A few different positions  
Illinois Department of Transportation – Project Manager  
Indiana State Museum – Chief Financial Officer



**Alison Polley**

Director of Alumni Relations and Advancement at IU School of Public and Environm...  
7d

Jobs, jobs, jobs!

\*Chicago Public Schools, Budget Analyst

\*Emory University (Atlanta), Associate Director of Development (focus on donor engagement)



Lead for the greater good

**Job Postings for  
SPEA Alumni:**

**Check the Text Above!**

14 Likes • 1 Comment

Like Comment Share

1,208 views of your post in the feed



INDIANA UNIVERSITY BLOOMINGTON

Questions?



**INDIANA UNIVERSITY** BLOOMINGTON  
FULFILLING *the* PROMISE