

VGFOA NETWORKING SESSION

Spring Conference

Norfolk, VA

May 8, 2019



NETWORKING IS A CHALLENGE!

What do you find challenging?

WHAT DO YOU FIND MOST CHALLENGING ABOUT BUDGETING? *HOW DO YOU OVERCOME THE CHALLENGES?*

Revenue forecasting? Expenditure predictions? Elected officials input?
Elected officials comprehension?



WHAT DO YOU FIND MOST CHALLENGING ABOUT PREPARING THE CAFR?

HOW DO YOU OVERCOME THE CHALLENGES?

Development? Compilation? Audit?



WHAT ARE THE MOST CHALLENGING PARTS OF YOUR ANNUAL AUDIT?

HOW DO YOU OVERCOME IT?

Timing, staff, single audit?



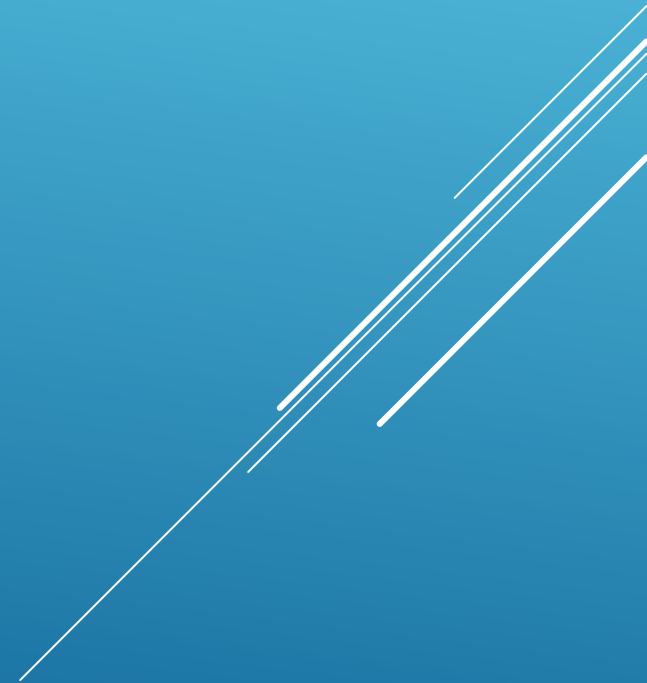
WHAT DO YOU FIND MOST
CHALLENGING ABOUT TRAINING
YOUR STAFF?

HOW DO YOU OVERCOME IT?



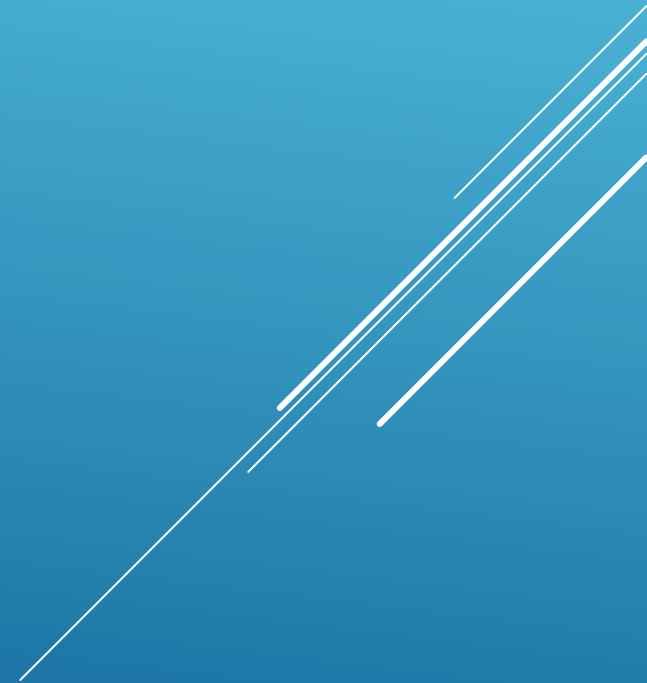
WHAT DO YOU FIND THE MOST
CHALLENGING ABOUT HIRING THE
RIGHT PERSON FOR THE JOB?

HOW DO YOU ACCOMPLISH THAT?



IF YOU WEREN'T A FINANCE OFFICER, WHAT WOULD YOU DO?

What's your fantasy job? What is a different field you could have ended up in?



You don't have a network yet

- ▶ *What to do:* It's not too late. It's all about relationships, and building relationships takes time. Be patient.

You're outside your comfort zone

- ▶ *What to do:* Develop a game plan. If introverted, plan to speak to a few people. Arrive with some questions and talking points. Put people you speak with at ease. Talk about the weather, etc.

You feel like you have to attend organized events

- ▶ *What to do:* See everywhere you go as an opportunity to network. Family gatherings, school events with other parents, community events, etc.

You expect instant gratification

- ▶ *What to do:* Do not expect great things the first or second time. Be patient. Also, learn how to tell people in an understandable way what you do and how you can help employers.

WHY IS NETWORKING DIFFICULT

RECRUITER.COM



Marion Serfass, Director of Finance / Treasurer

Town of Vienna, VA

mserfass@viennava.gov

703-255-6322