



Savannah River
Nuclear Solutions, LLC
A Fluor Daniel Partnership

**2010 Contractors Transportation
Management Association (CTMA)
Conference and Workshop
Portland, OR**

June 23, 2010

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Networking

Is Not

“Not – Working”

2 Networking is Not.....

- **Work Avoidance (Lazy)**
- **Wasted Time and Effort**
- **Corrupt (“Back-Room Deals”)**
- **“Good ‘Ol Boy” Network**
- **“Brown – Nosing”**



Networking, Like Life itself, is about.....

RELATIONSHIPS

- **God**
- **Family**
- **Friends**
- **Work Colleagues & Associates**
- **Superiors**
- **Employees**
- **Support Staff, Servers, etc.**
- **Everyone!**





Networking, It's About.....

What You Know

And

Who You Know

