



Welcome to Today's Webinar

The Power of Networking In the Grain Industry

May 10, 2023

Whole Grain Podcast

Professional Development Offerings from GEAPS

- Interviews with featured guests discussing topics relevant to the grain industry
- New episodes every 2 weeks
- Listeners from 36 countries

Launched in 2022



WHOLE GRAIN



PRESENTED BY GEAPS

Whole Grain Podcast

How to Listen?

- GEAPS website
 - www.geaps.com/wholegrain
- Subscribe on podcast apps





LEADERSHIP CONFERENCE

JUNE 14-15, 2023



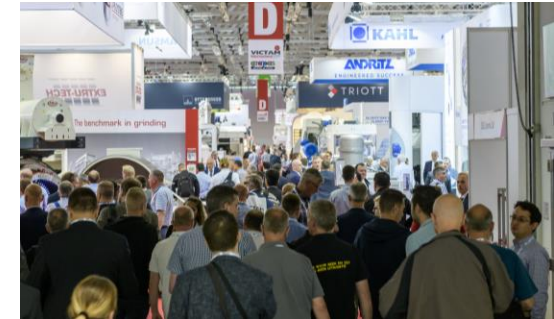
PORTLAND • OR



GEAPS Leadership Conference

Professional Development Offerings from GEAPS

- June 14-15, 2023; Portland, Oregon
- Leadership development
- Visit with vendors at Supplier Showcase
- Network with colleagues
- Golf tournament



Learn more and register:

www.geaps.com/events-meetings/victam-international

Full Course Catalog

Home / Training & Education / Online Learning / Full Course Catalog

Learn On Your Schedule!

With today's labor market, it is more important than ever to make sure you are giving your employees the tools they need to succeed. We are here to help! GEAPS Training and Education courses are a great way to both train new employees, refresh skills for people who have been there awhile and get team members excited about trying new things!

The courses are designed to help you all do your work safely, efficiently and up to standards. These courses are open to everyone for \$795. GEAPS members enjoy a discount and pay just \$495.

We have solutions for:

- Safety Training
- Expanding Employee Onboarding
- Preparing Employees for Promotion
- Training your Maintenance Team

Each course takes roughly 10 hours to complete and can be completed at any pace, over five weeks. Whether you are brand new to the industry or a seasoned pro looking to expand your skills GEAPS gives you tools to grow and advance your career.

Check out the complete list of courses from the Full Course Catalog below. Click on a course for more information.

Cost:

\$495 GEAPS Members
\$795 Non-Members



Advanced and Preventive Maintenance



Developing an Effective Safety Culture at Your Company



Electrical Safety for Grain and Processing Facilities



Entry Level Safety



FGIS Grain Inspection Orientation



Fighting Grain Silo Fires and Smolders



Grain Aeration



Grain Drying



Grain Elevator Equipment Maintenance

In This Section

Full Course Catalog

- Grain Quality
- Safety
- Equipment Maintenance
- Employee Onboarding
- Materials Handling
- Risk Management

Training Discounts

Professional Business Training

Have a Question?

Ask us! We'll get back to you as soon as possible.

Name *

Title

Last

Email *

Question *

SUBMIT

Advertising Disclaimer | Advertising With Us

Online Learning

Professional Development Offerings from GEAPS

- On-demand
- Work at your own pace
- 5 weeks to complete
- 25 courses available
- www.geaps.com



GEAPS Exchange

2023 Recap

- Event drew attendees from 45 U.S. states and 20 Nations
- 3,333 attendees and 364 exhibitors
- Members have access to the recorded sessions in the video library



Save The Date!

February 24-27 • Kansas City, MO
www.geaps.com/exchange





GEAPS Webinars

Professional Development Offerings from GEAPS

- Live webinars available to all who work in the grain industry
- Register for upcoming webinars online at www.geaps.com/webinars
- Playback recordings available to GEAPS Members as a member benefit in the video library on the GEAPS website

The Power of Networking in the Grain Industry

Build Your Business and Support Your Career





Chuck Kunisch

Corporate Safety Director and Soybean Business
Development Manager

Michigan Agricultural Commodities

About Chuck

- A GEAPS member since 2002, Chuck has made significant contributions, including serving on the Board of Directors. He is First Vice President and an active member of the Exchange Educational Programming Committee.
- Vice President of the Michigan/Southern Ontario Chapter board and represents GEAPS on the National Grain and Feed Association (NGFA) Board of Directors.
- Member of NGFA's Safety Health and Environmental Quality (SHEQ) committee and serves on the board for Specialty Soya and Grains Alliance (SSGA) and chairs their Specialty Grains Action Committee.
- Member of the Michigan Agri-Business Association (MABA) and serves on their safety committee.

Chuck Kunisch

Learn About Chuck





Discussion Outline

- Benefits of networking
- Effective networking tips
- Overcoming common networking challenges
- Success stories and examples of networking in the grain industry
- Ethical considerations in networking

What is Networking?



The importance of networking in your personal and professional life

How to help **YOUR
COMPANY** and **YOU**
within your company

Building relationships
and connections

Supporting
your
organization

Discovering
opportunities
and information

Benefits of Networking

Enhancing career
development and
growth

Gaining new
perspectives and
ideas



Effective Networking Tips

A. Setting Goals



A. Setting Networking Goals

1. Prioritize your goals

- What do you want from your network?

2. Review your current list of connections

- Some of your contacts may be more helpful than others, so focus on those individuals first

3. List connections you want to make

- Figure out who you want to reach out to and what kind of relationships you want to build
- Ask yourself what you want to learn about them and how you can best connect with them.

A. Setting Networking Goals (cont.)

4. Make an actionable plan

- Be strategic about how you spend your time and effort
- When you set a goal for yourself, it's important to set a realistic timeline.

Example:

- ✓ Meet 3-5 new people per week
- ✓ Schedule at least one networking event a month
- Setting aside time specifically for networking

5. Strategize your approach in advance

- Ask your network for help
- Be the one to help others

Effective Networking Tips

B. Identify Target Audience and Build a Network



Effective Networking Tips

C. Attending GEAPS events and GEAPS chapter meetings



Effective Networking Tips

D. Serving in leadership roles



Effective Networking Tips

D. Utilize social media and online networking platforms

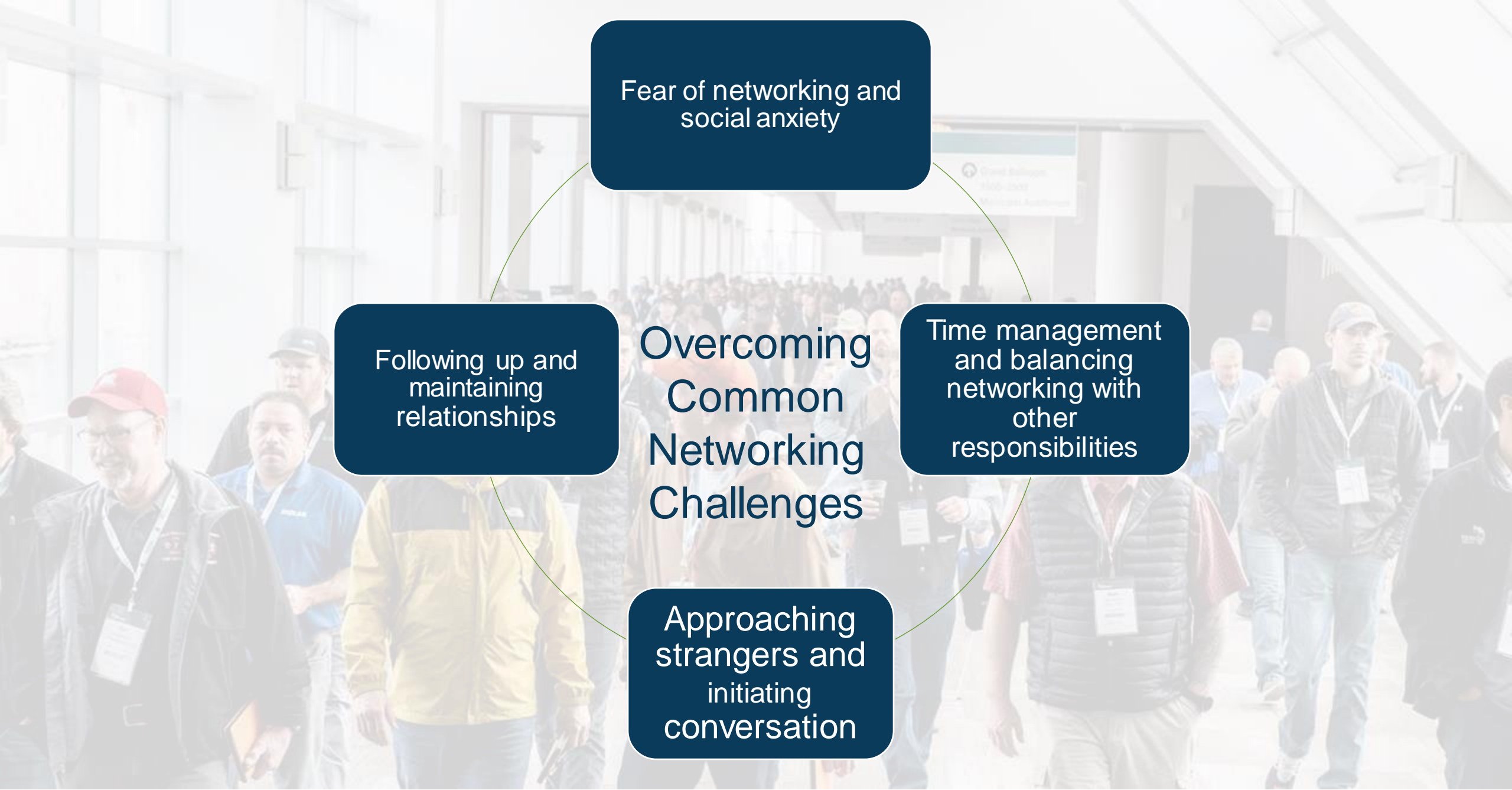




Effective Networking Tips

E. Maintaining and nurturing relationships





Fear of networking and
social anxiety

Following up and
maintaining
relationships

Overcoming Common Networking Challenges

Time management
and balancing
networking with
other
responsibilities

Approaching
strangers and
initiating
conversation



Success Stories

Examples of networking in the grain industry

- A. Case study: \$600,000 instead of \$4,500,000
- B. GEAPS as a game changer
- C. Other brief/concise examples



Ethical Considerations in Networking

- Balancing self-promotion and helping others
- Maintaining integrity and authenticity in networking efforts



Recap and Benefits of Networking

Final Thoughts on the Power of Networking in Organizational and Professional Growth

- Questions, comments, inquiries?
- Please use the chat or Q&A feature to send your responses at this time.



Thank You

Chuck Kunisch



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