

# CONNECT

CONNECTING WITH TFCU BUSINESS PARTNERS / Q4 / 2023



make a lasting impression

## Professional networking

### How to make the most of a networking event

Networking events are a great way to meet people and create new relationships for your company, but let's face it, these events can be intimidating. You worry about what to talk about, how to represent your company and how to show off the best version of yourself. Thankfully, most of these nerves can be settled with just a little planning. Here are a few tips to try at your next social event.

When talking with someone,

lead into your conversation with a question about their interests instead of talking about your own. By opening with, "What are you most excited for this week?" you differentiate yourself and highlight you are interested in them as a person and not solely as a business connection.

While good conversational skills are important, the key to making a lasting impression is doing your research. Find out who is attending the event from the

[continued on page 2]

**TFCU**  
Tinker Federal Credit Union

**Visa®  
Platinum**

great rate • apply now

For details  
visit [TinkerFCU.org](https://www.TinkerFCU.org)

## How to make the most of a networking event

[continued]

event website or organizer and select a few people whom you wish to talk to. By doing this, you can focus your efforts on those who can make an impact on your business. It can also be a good idea to reach out to them on LinkedIn beforehand as a pre-event introduction. This could also be a good in-person icebreaker.

It is important to remember that networking events are to make connections with people. Instead of rushing to get your pitch out, listen actively to the people you meet and get to know them. Also, try to use their name

in conversation when you can.

Lastly, don't hand your business card to every person you see. This forces your information on people who might not be interested. Try a simple "hello" instead and ask people for their business card to show your interest in them first. This shows you're not interacting with them solely to sell your services.

With these tips, you are now ready to maximize your time at an event, make a lasting impression and network like a pro. [NN](#)

## Connect with us

### Walton Chan

Business Development Officer  
(405) 319-2183  
1-800-456-4828, ext. 2183  
chanw@tinkerfcu.org

### Barbie Lindsey

Community Engagement Representative  
(405) 319-2180  
1-800-456-4828, ext. 2180  
lindseyb@tinkerfcu.org

### SayVon Milton

Community Engagement Representative  
(405) 319-2182  
1-800-456-4828, ext. 2182  
miltons@tinkerfcu.org

### Thurman Relerford

Business Development Officer  
(405) 319-2181  
1-800-456-4828, ext. 2181  
relorfordt@tinkerfcu.org

### Blake Roberts

Community Engagement Representative  
(405) 319-2077  
1-800-456-4828, ext. 2077  
robertsm@tinkerfcu.org

### Sarah Roberts

Business Development Officer  
(405) 319-2179  
1-800-456-4828, ext. 2179  
robertss@tinkerfcu.org

### Grace Silvers

Community Engagement Representative  
(405) 319-2174  
1-800-456-4828, ext. 2174  
silversg@tinkerfcu.org

### Samantha Strealay

Business Development Officer  
(405) 319-2184  
1-800-456-4828, ext. 2184  
strealays@tinkerfcu.org



**give**  
Refer a friend or  
family member &  
you both get \$25.\*

**TFCU**  
Tinker Federal Credit Union

Federally insured by NCUA

\*Referred friend/family member must return coupon or fill one out when opening new account. Referral coupons can be found in your November statement and are also available in TFCU branches and online at TinkerFCU.org during promotion. The \$25 will be deposited into the referring member's and new member's Share (Savings) Account at account opening. Required to open \$5 Share (Savings) Account to receive \$25. No minimum balance is required to receive \$25. All accounts subject to approval by TFCU and all membership eligibility guidelines apply. Accounts with a TFCU employee, intern, board member or associate listed as a Primary or Joint owner are not eligible to receive the \$25 Savings offer. Cannot be combined with other Share (Savings) incentives offered by TFCU. The 0.25% dividend rate and 0.25% annual percentage yield (APY) are accurate as of November 1, 2023. Dividend rates are declared by the Board of Directors of TFCU and are subject to change at any time. Fees may reduce earnings. May be reported as taxable income. No limit to the number of referrals a member may make during this promotion. Account must be opened 11/1/2023 – 12/31/2023. Accounts with a TFCU employee or volunteer listed as a Primary or Joint owner are not eligible to receive the \$25 referral; however, eligible individuals they refer may receive \$25. TFCU Employee: please run 'Gift of Membership' repgen (no SEG code needed).