



# SOCMA Show

Adapting Supply Chains for a Changing World



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**Mara Gliozzi**  
Executive Vice President  
**McGean**

# The Power of Curiosity: Transforming Networks into Growth Opportunities

Thursday, February 20 | 8:05am -8:45am

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# Keynote Speaker

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**Todd Cohen, CSP**  
Keynote Speaker



# SOCMA Show

Adapting Supply Chains for a Changing World

# The Power of Curiosity: Transforming Networks into Growth Opportunities.

With Todd Cohen, CSP

Keynote Speaker, Author, and a Pretty Nice Guy.



**Curiosity**  
UNLOCKING DEEPER INSIGHTS

**Your network is a dynamic ecosystem of opportunities to explore, seize, and be inspired by.**

**It's your currency, ready to get you where you need to go.**

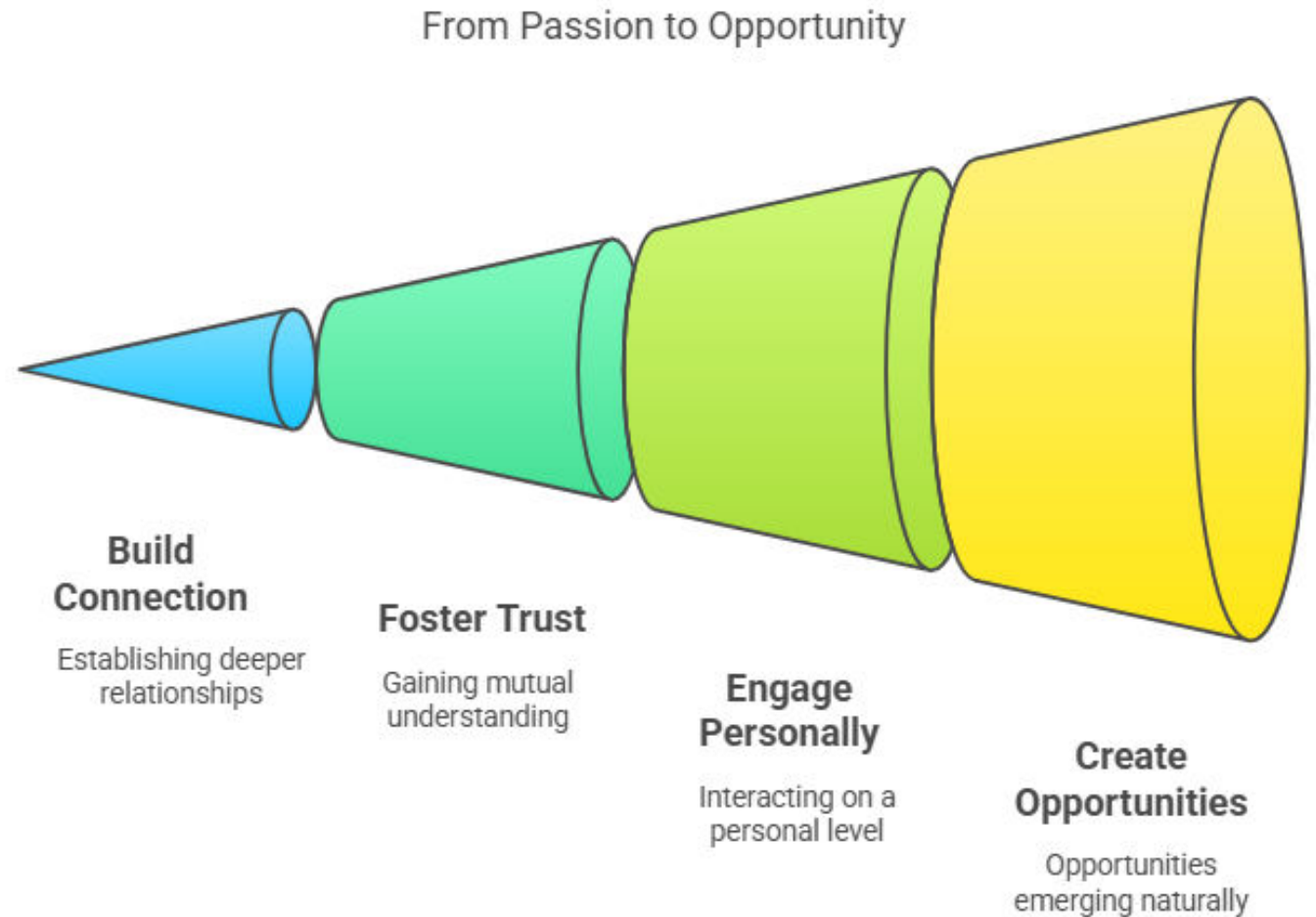
**People want to help. We must show them how.**

People are eager to share their passions with others.

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a.k.a.

We love to talk about ourselves.





**Curiosity is influence.**

**The more curious you are, the more  
competitive you are.**

**The more deeply curious you are, the more  
you are seen and heard above the noise.**

**Curiosity makes you unique.**

**Every conversation is a “selling moment” and networking opportunity.**

**NO words are ever wasted.**

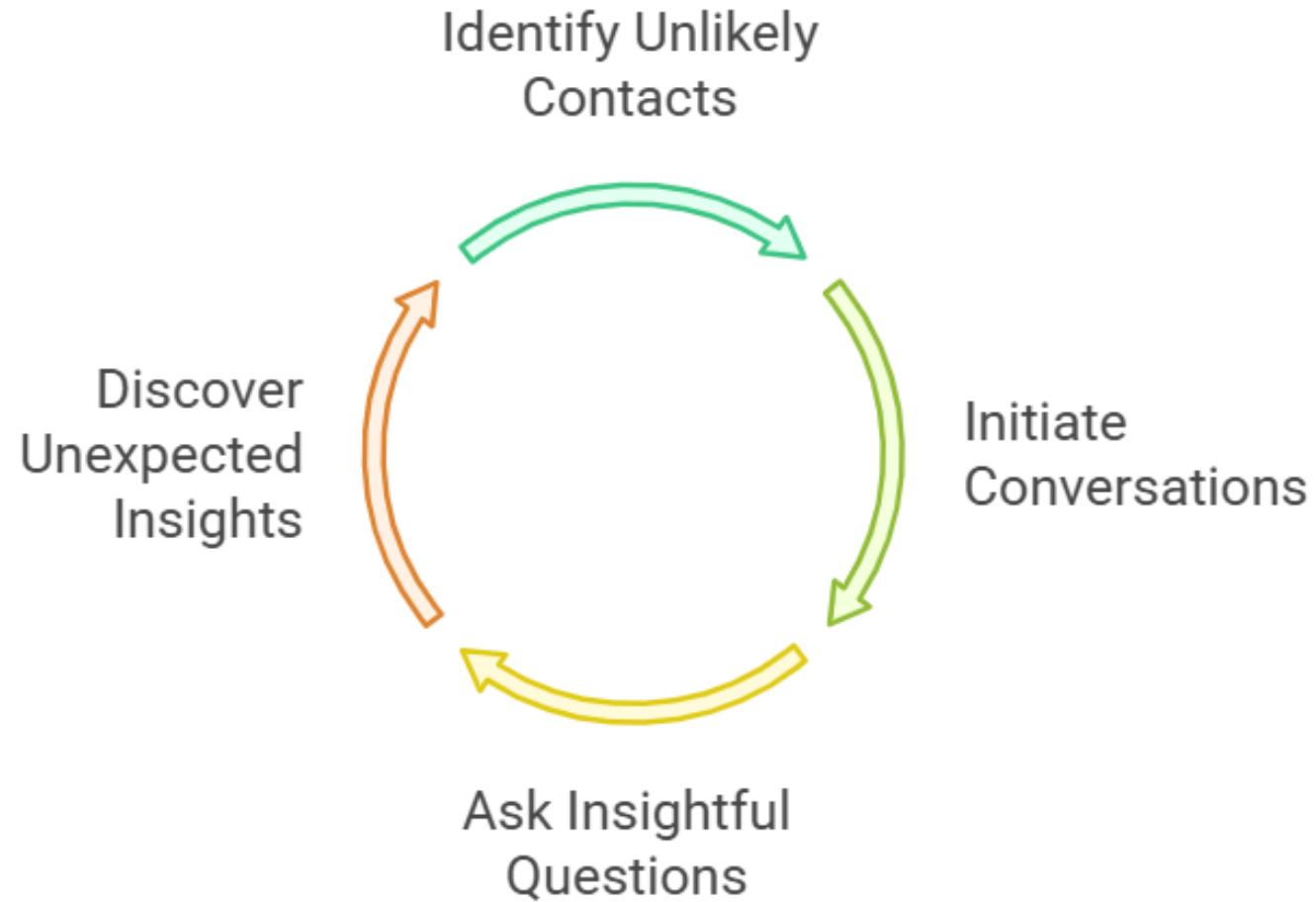
# 7-10 seconds!

Ask thought-  
provoking  
questions.

Nine Seconds

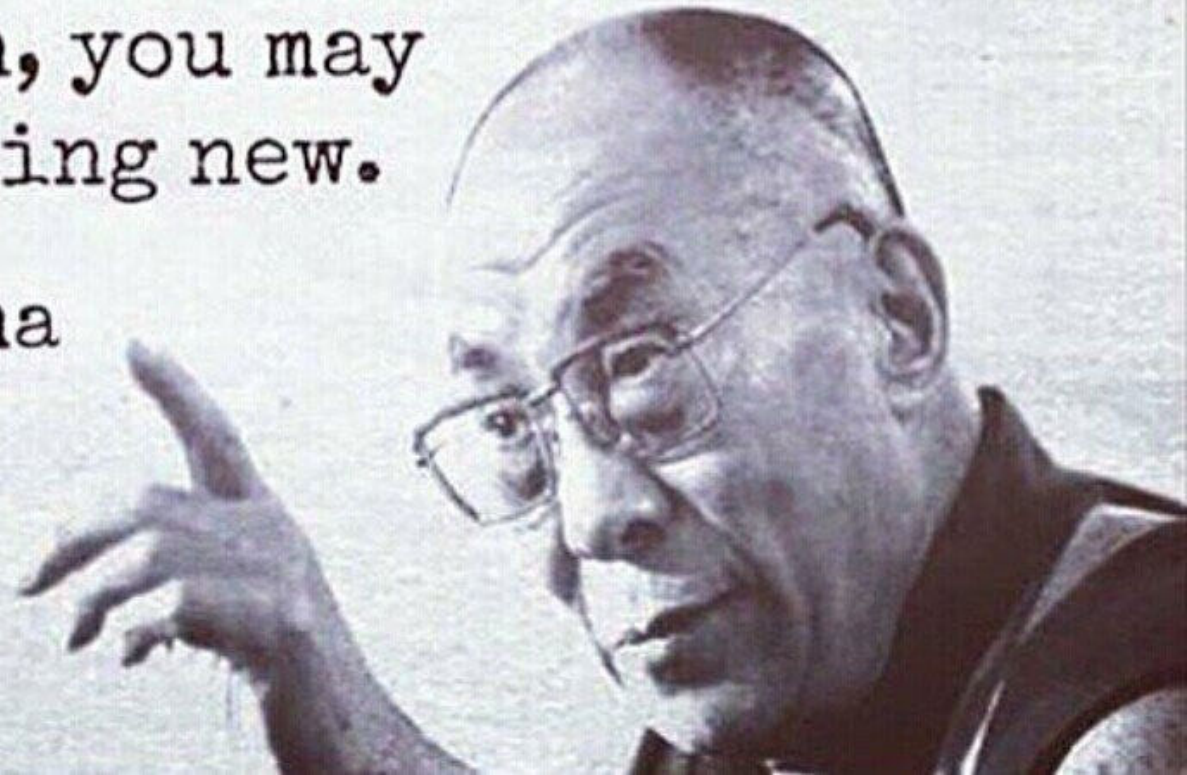


## Curiosity-Driven Network Engagement Cycle



When you talk, you are  
only repeating what  
you already know. But  
if you listen, you may  
learn something new.

- Dalai Lama







LISTENING  
**RESET**  
RESET



**Curiosity is fueled by presence and self-awareness.**

**Ask ONLY open-ended questions.**

**If you lead with assumptions, you will miss the opportunity you seek.**

**Don't pre-judge.**

**When you think you are “there,” ask one more question.**

**Be you.**

Suspend any disbelief and listen with the intent to **understand.**

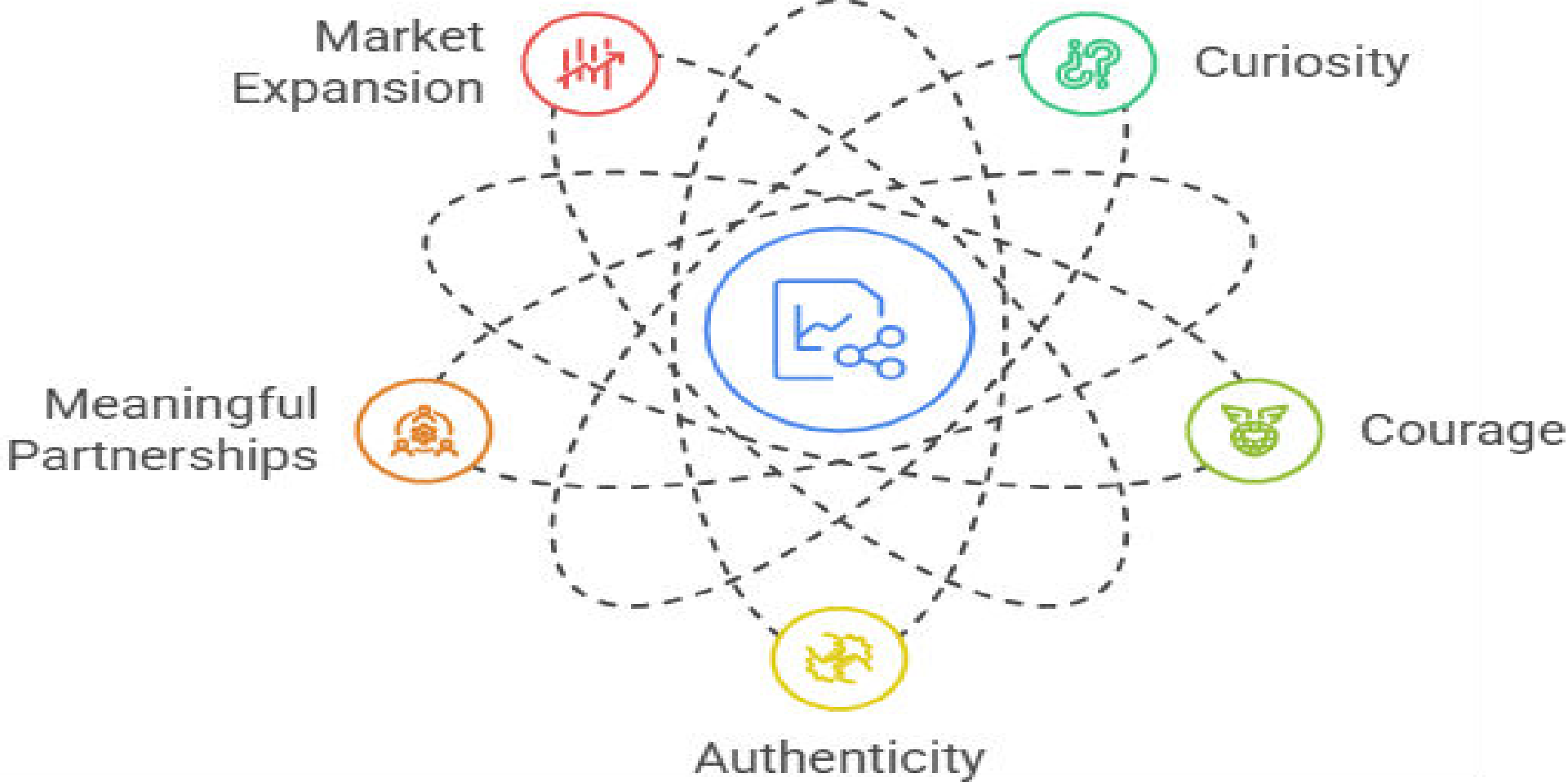
A photograph of Stephen Covey, a man with a shaved head wearing a dark suit, speaking into a microphone at a podium. The podium features the logo for FMI (Financial Management Institute), which consists of a stylized building icon and the letters 'FMI' in a bold, green font. The background is a solid purple color. Overlaid on the image is a quote in white and yellow text.

**To achieve goals** you've never achieved before, you need to **start doing things** you've never done before.

—— *Stephen Covey* ——

**For successful curiosity, we have to be vulnerable.**

# Unlocking Network Potential



## The Networking Cycle

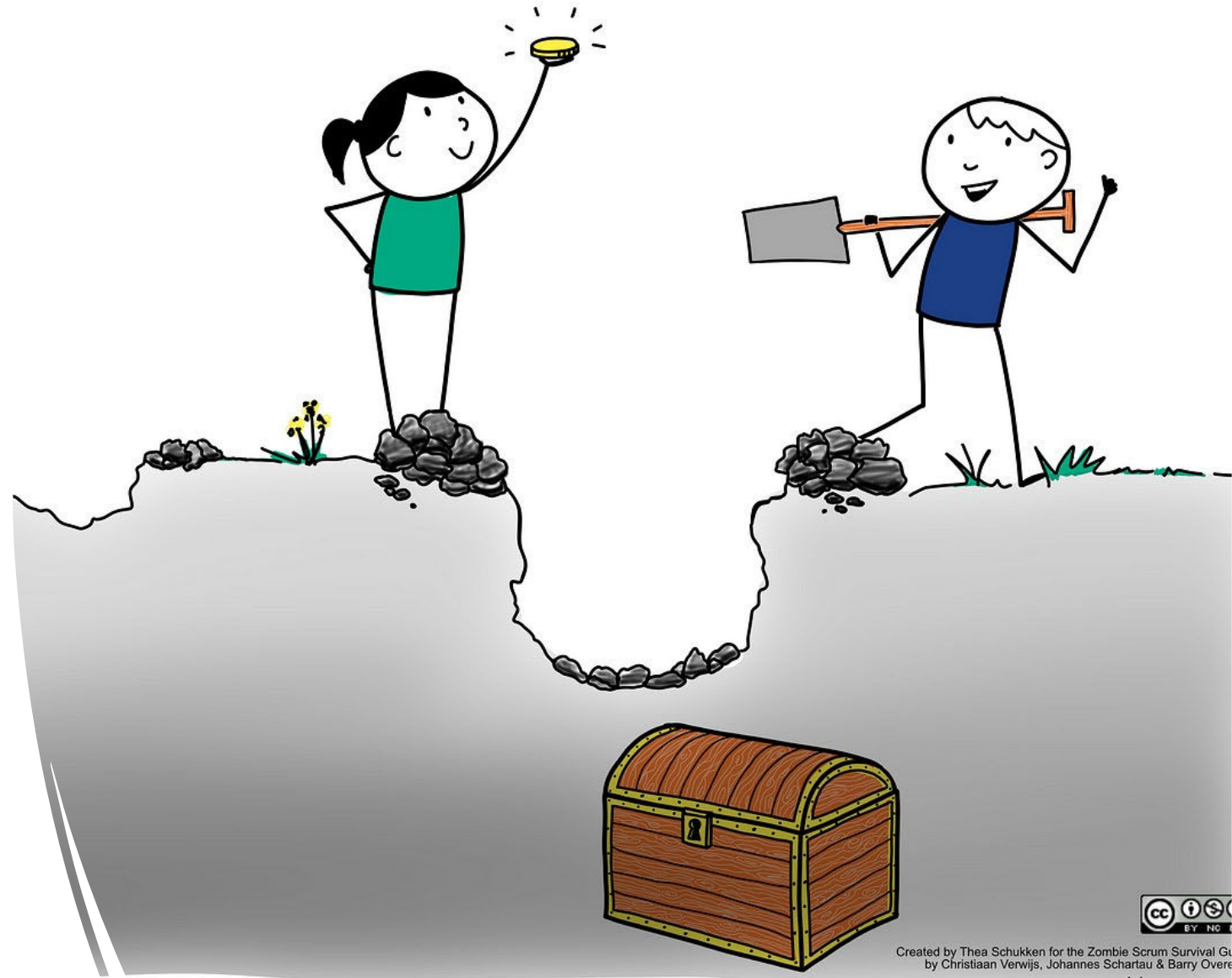


**Show me you care, and I'll show you the way.**

The “why” is nice.

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Focus on the “how.”





**“Don’t abdicate the moment.”**

**Don’t leave your next  
conversation empty-handed.**

**carpe diem**

[ kār-pā dē-em ]

*noun*

seize the day

# Activate Your Network.



**1** Identify three people you wouldn't typically ask for help in your network.



**2** Ask a great question.



**3** Listen, learn, and see what unexpected insights emerge.

**Tomorrow's partner depends on you being patient and curious today.**

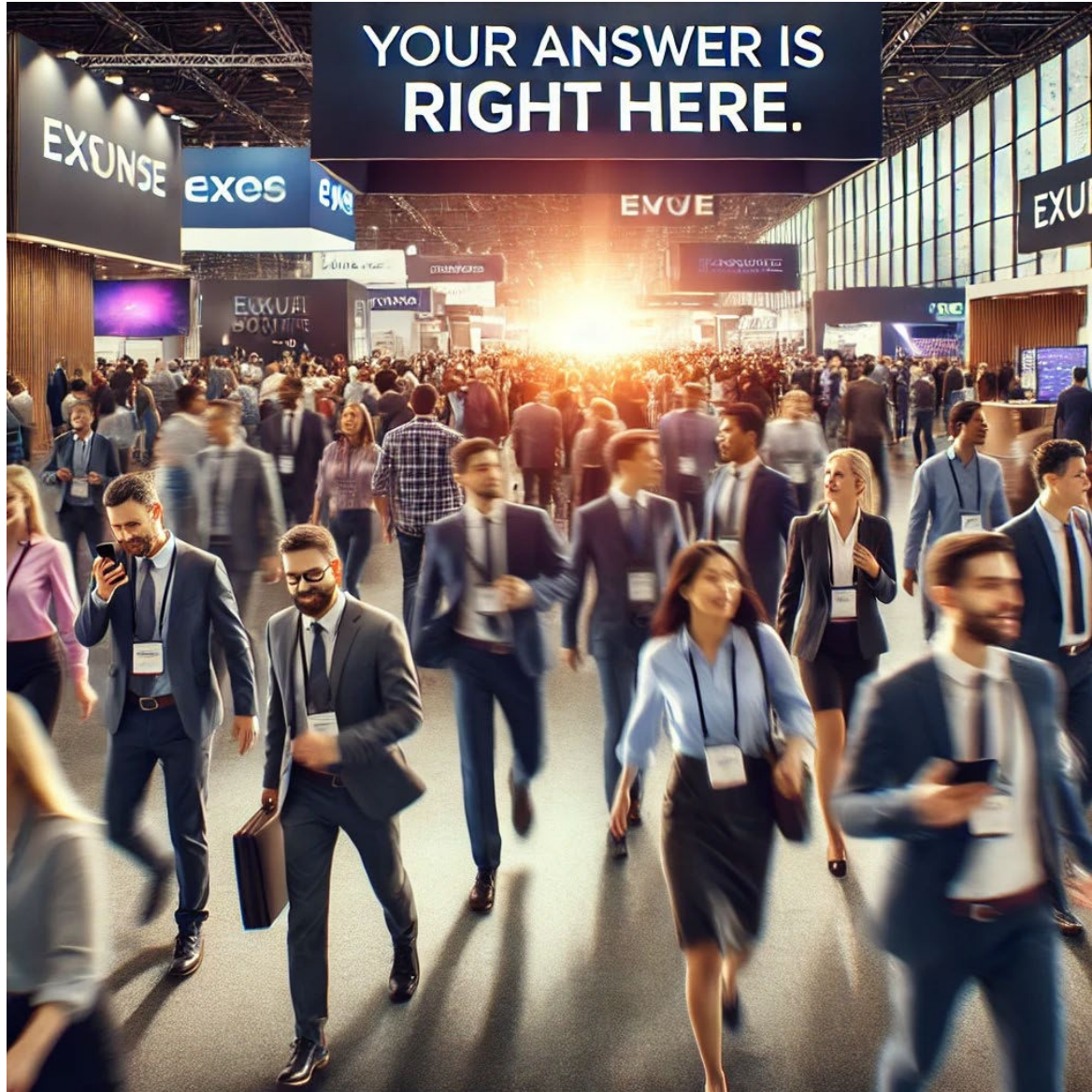
**The curious partner is the memorable partner.**

## Remember:

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The more curious you are, the more competitive you are.





# What's Next

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- **Exhibitor Showcases**  
9:00am-10:30am
- **Exhibit Hall Open**  
10:30am-5:30pm
- **Localization & Building  
Supplier Networks**  
2:00pm-2:45pm

