



NETWORKING YOUR WAY TO A JOB

Networking is the development and maintenance of mutually valuable relationships.

Many times, networking is used to cultivate employment or business opportunities. Many students obtain their first job after graduation through networking. Start building important relationships now and network your way to a job.

The Truth About Networking	Networking Conversation Starters
<ul style="list-style-type: none"> • It's about developing meaningful relationships • It starts way before you need a job • It isn't always about knowing the rich and powerful • It isn't just about what you know, but whom you know, and more importantly who knows you • It's how most people get jobs 	<ul style="list-style-type: none"> • How did you get into your profession? • What is a typical day like for you? • How would you describe the corporate culture? • What skills are required in your position on a day-to-day basis? • What is unique about your company? • What advice do you have for someone looking to get into your field of work?

Networking Do's	Networking Don'ts
<ul style="list-style-type: none"> • Be genuine and authentic while building trust and relationships • Develop goals for each networking meeting • Do your research • Visit groups and organizations that spark your interest • Volunteer to gain access and experience • Ask open-ended questions • Develop a reputation for being a valuable resource • Talk about what you are looking for and what skills you have developed • Follow through quickly and efficiently with referrals • Understand the needs of the people with whom you are networking, offer some value to them • Try to contact one person a day • Prepare a 30-second pitch • Don't be afraid to search beyond your specific industry 	<ul style="list-style-type: none"> • Demonstrate lack of focus, action or follow-through • Be too informal too soon • Practice G.A.P.S. (Gum, Alcohol, Perfume, Smoke) • Ask for too much • Forget to have fun <div data-bbox="938 1213 1430 1583" data-label="Image"> </div>

Misconceptions About Networking	
<ul style="list-style-type: none"> • It's just using people • It's for people who already have connections 	<ul style="list-style-type: none"> • It's fake • You only need it if you're going into business • I'm smart—I don't need to network