

Networking

Creating relationships that work for you



Adapted with Permission
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Networking

Getting to know people that can help you find a job.



Why is Networking important?

- One of the best-known reasons is that few positions at the professional level are actually advertised.
- While there are some organizations that advertise positions because of internal or federal mandates, they are the minority.



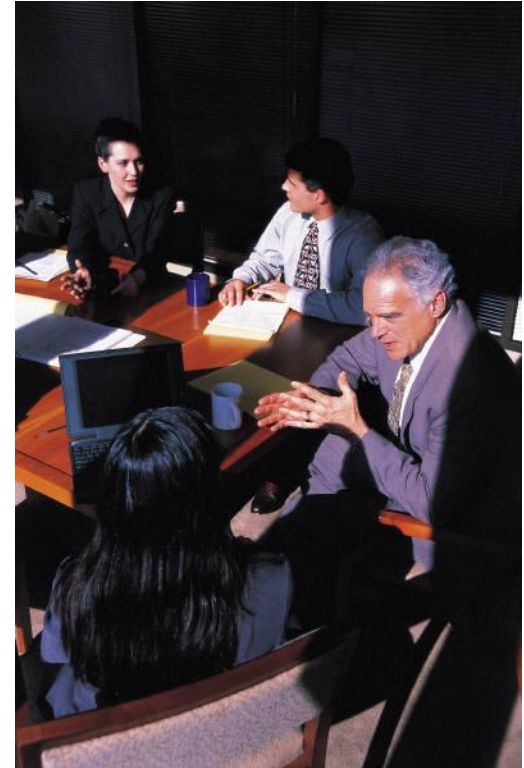
Focus your time & effort

- It has been said that upwards of 85% of people find their positions through networking.
- In contrast, a very small number find their positions through responding to ads.

Your time would be better spent creating a network.

How do you start Networking?

- Join a professional organization for your field.
 - Many of these organizations encourage students to join and offer student rates.
- Attend their regional and national conferences.



What is a Networking Interview?

- Networking Interviews can take on various forms from informal, unplanned chats to formal sit down interviews.
- No matter how they occur, the focus should never be solely on you and your needs for a job.

Try to create a mutually beneficial relationship.

Networking Interviews

- It is important to present yourself in the most professional light. Go to meetings dressed professionally and be prepared to listen.
- Be able to describe why you are interested in a particular position and what you see as your key strengths.
- It is always a good idea to leave both a resume and a business card.

Smart networkers ask for feedback on resumes!

Remember...

- Networking is a strategic activity that involves building and maintaining relationships with people who have common career interests.
- Your network can lead to learning about positions that may be open or becoming open, or they can refer you to people that can assist you.
- While your network can include a wide range of people, the closer they are to sharing your career interests, the more helpful they will be.

Need more information on Networking?

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