Networking

Creating relationships that work for you
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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?

Visit one of USM’s Student Success Centers

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