



NETWORKING TIPS

NETWORKING defined: An occasion to find out what you have in common with other people, obtain a job lead, gather intelligence, or catch the attention of a company recruiter.

PREPARE AND PRACTICE

- Practice and preparation will help develop the skills necessary to be effective at an Employer Info Session, Career Fair, or other event.
- Prepare an 8-10 second self-introduction that is clear, interesting, and well delivered.
- Practicing your introduction may seem artificial; however, it will eventually help you make an introduction that sounds natural, confident, and smooth.

ATTITUDE CHECK

- Get mentally geared up before showing up. Overcome any negative thoughts that may prevent you from reaching out to others or pushing past any social roadblocks standing in your way.
- Networking does not have to be a cold, corporate activity. Good networking goes hand in hand with being a good friend.
- Ask your contacts how they're doing, expressing a genuine interest in their life and their concerns.
- People are more likely to send job leads to you if you're their friend rather than a random business contact.
- If a friendship doesn't seem to be developing naturally, leave it and move on.

BE YOURSELF

- Simply be yourself.
- Keep in mind that networking is about being genuine and authentic, building trust and relationships, and seeing how you can help others.
- People enjoy talking about themselves. Ask them questions to get them started.

STEPPING OUT OF YOUR COMFORT ZONE

- Redefine what it means to interact with "strangers".
- Commonalities help "strangers" connect more easily.
- Take the initiative to approach others, introduce yourself, and share a piece of information that could reveal the common thread you share with them.
- During conversations, listen carefully to discover shared interests or goals.
- Use your shared background or interests as the basis for sustaining conversations.

RISK REJECTION

- You will survive if some individuals do not respond to your introduction in the way that you would like.
- Maintain a friendly attitude, don't take it personally and just move on.
- Treat others as you would want to be treated.
- Don't forget how important it is for you to physically move around when you're at a networking event.