



NETWORKING TOOL: 70%+ success rate

TYPES OF NETWORKING

<p style="text-align: center;">PLANNED, FACE TO FACE NETWORKING</p> <ul style="list-style-type: none"> • Goal is to ask for advice/ideas and information on various industries, companies and jobs • How it works: <ol style="list-style-type: none"> 1) Job seeker asks a contact if they can meet for ideas and suggestions (NOT a job) 2) Job seeker prepares questions to guide the meeting. questions on industries, career paths, etc are appropriate and expected. 3) Job seeker sends thank you note after the meeting and follows up on all suggestions. 4) Contact may introduce you to one of his/her contacts so you can get more information. 5) Seeker contacts the new person and requests a meeting. 6) After the meeting, seeker sends second contact AND first contact a thank you note. 7) As jobs open up, your contacts will keep you in mind 	<p style="text-align: center;">ONLINE NETWORKING</p> <p>LinkedIn</p> <ol style="list-style-type: none"> 1) Used as an electronic rolodex as well as to prepare for all meetings and interviews. 2) Seeker's profile 100% complete and accurate 3) "connect with as many people and groups as possible. 4) Customize the invitation to connect: remind the person who you are in the invitation. <p>Facebook</p> <ol style="list-style-type: none"> 1) Connect with friends and family members. 2) Update your status periodically for your job search 3) Make sure your online presence passes the "grandmother" rule: if you don't want your grandmother to see the pictures of you online, then remove them. You don't want employers seeing them, either.
<p style="text-align: center;">SPONTANEOUS NETWORKING</p> <p>Connections can be made at any time... at the gym, a party, in the grocery store. Be open to opportunities and be prepared:</p> <ol style="list-style-type: none"> 1) Your business card 2) Your elevator speech 	<p style="text-align: center;">NETWORKING MEETINGS</p> <ol style="list-style-type: none"> 1) Connect with people who share your interests 2) www.meetup.com 3) be prepared with your elevator speech and business cards 4) follow up is critical.



BUILDING A LIST OF CONTACTS

WHO I KNOW	WHO I WILL NETWORK WITH
<ul style="list-style-type: none">• Personal contacts• Faculty• Work supervisors• Internship supervisor• Co-workers (past and current)• Coaches• Friends• Friends' families• Family members• Alumni	