

# ***NETWORKING***

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**NETWORKING** is really just a process that starts with an initial contact, which leads to a connection, which can then lead to a relationship. Networking should be viewed as a process of building relationships that get incorporated into the fabric of life both your

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economy, you need to have a strong, thriving network to go to so that you can find and take advantage of those opportunities. People want to work with people they know and trust. If you have a limited network, your ability to discover opportunities is severely diminished.

## **Tips for Successful Networking:**

1. Be yourself. Talk real, act real, be real.
2. Be genuine. Take a genuine interest in the other person.
3. Be prepared. Project confidence. Smile. Make eye contact. Use good posture and a firm handshake. Introduce yourself in 1-2 sentences (your elevator pitch). Always communicate your story in a compelling manner.
4. Quickly find common grt n0003005oOt4.02Cdge

10. To exit the conversation, introduce someone else in the conversation, briefly summarize the conversation for the newcomer, and then excuse yourself.
11. Consider concealing a napkin or handkerchief in your pocket so that you can quickly dry your hand before extending your hand for the next handshake.
12. Focus on your conversation with the employer, rather than scanning the room to plan your escape.

### **DO NOT:**

**--Directly ask for a job or internship**

**--Ask the company representatives what their company “does”**

--Avoid the subjects of politics, religion, health problems, etc.

--Monopolize the conversation, be aggressive, or -

--Even if the room is noisy, try to avoid

--Leave your cell phone, Blackberry, beeper, watch alarm, etc. in the ON position

--Stand by the refreshment table all evening

### **DO BRING WITH YOU:**

--Some breath mints and one or two nice writing pens.

--Knowledge (homework) on the companies who will be attending.

--Knowledge of current events (particularly economic events).

--Positive attitude.