

Networking

Jumpstart Your Career
Career Services
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- Networking is taking every opportunity to interact with friends, colleagues, acquaintances and those in your intended career field.

It can be a brief conversation or a simple act of kindness.

What is Networking?

- Relatives
- Friends of the family
- Parents of your friends
- People from church
- Neighbors
- Former Classmates
- High School friends
 - *Do you know where they work or what type of career they are involved in?*

Who is my network?

- Waiting in line at stores, waiting rooms, places where you receive services (hair stylist, car detailer)
- Ask people you know about recommendations on whom you should consider meeting
- Attend professional meetings—look in the newspaper for networking events where you can meet people

Where do I network?

- LinkedIn—free professional Networking site
- Career Connection
- Facebook
- My Space
 - *Remember whatever you post online is available for everyone and anyone to see*

Networking Online

- Create a “One Minute Commercial” or Verbal Business Card
- Print Business Cards
 - Accomplishments
 - Values
 - Strengths
 - Skills
 - Vision

First Impressions

- Ask questions about their work—What have you been working on lately? How did you first get interested in that?
- If you are attending a professional meeting, research the organization so that you can ask questions related to the group.
- Practice something to start a conversation with like the weather.
- Avoid anything controversial (namely, politics, religion, etc.)

What do I talk about?

- Rochester Business Alliance has networking sessions
- The August Group has morning meetings at the Bagel Bin in Brighton
- Membership organizations such as Kiwanis, Rotary, etc.
- Volunteer for the Red Cross, American Cancer Society

Networking In Person

- Start a database or paper file with the person's name, relationship, date and method of contact, what you spoke about, and when you plan to follow up
- Remember to always keep everyone informed about what you are doing

Organize and Follow Up