



How to Network

Why network?

It allows you to make connections to people you might not be able to find on your own.

Pull from your circle

- Family
- Friends
- Neighbors
- Classmates
- Professors
- Advisors
- Association Members
- Former Colleagues
- Industry Professionals
- Mentors
- Former Supervisors
- Network of your network

Use locations

- Social gathering
- Sporting events
- Professional Development Events
- Membership Association Events
- Conference
- Career Fairs

Leverage social media

- Build a presence
- Make sure you are posting engaging content.
- Don't just post on your own page but engage with others on their pages as well.
- Quality over Quantity. If you offer engaging content your followers will build naturally.

Don't have a set agenda

- Networking is about building relationships. You should be looking to get business cards and to possibly do business with them in the future, not a sales pitch.

Talk and Listen

- Make sure you are not only talking, but also listening to what the other person is saying.

Write everything down

- You might meet a lot of people during your time networking. You might not remember every detail from the encounter. Keep a written record of the person you spoke to, what they do, and a few details to help jog your memory.

Sources:

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