



Networking: What Is It?

Networking is simply talking to people and building relationships. Your network can help you learn about careers, discover opportunities and connect with people who can support your goals.

Networking is not about asking for favors or getting something immediately. It is about building genuine, mutually beneficial relationships over time. Start building your network now. The connections you make today may benefit you years from now.

Who Is in Your Network?

You already have a network. Think about people you know through:

- Family, friends and neighbors
- Classmates and faculty
- Current or former employers and coworkers
- Coaches, mentors and former teachers
- Student, professional and community organizations
- Volunteer organizations
- Alumni

Your network grows every time you meet someone new.

How to Start a Conversation

When reaching out to someone you would like to connect with:

1. Introduce yourself. Briefly explain who you are and what you are exploring.
2. Explain the connection. Tell them how you found them or why you are reaching out.
3. Ask for advice. Let them know you are interested in learning about their career, industry or experience.
4. Request a short conversation. Ask when it would be convenient for them to talk.

Tip: Do not lead with your resume. The goal is to start a conversation and build a relationship.

How to Build Your Network

Strong networks are built through consistent, genuine interaction.

- Stay in touch with people you meet.
- Follow up after conversations or events.
- Share useful information or resources.
- Offer help when you can.
- Connect in different ways, including email, LinkedIn, phone calls and in-person conversations.
- Look for opportunities to meet new people.

Remember

Networking is about relationships, not transactions. You never know who might introduce you to your next opportunity, provide valuable advice or become an important professional connection.



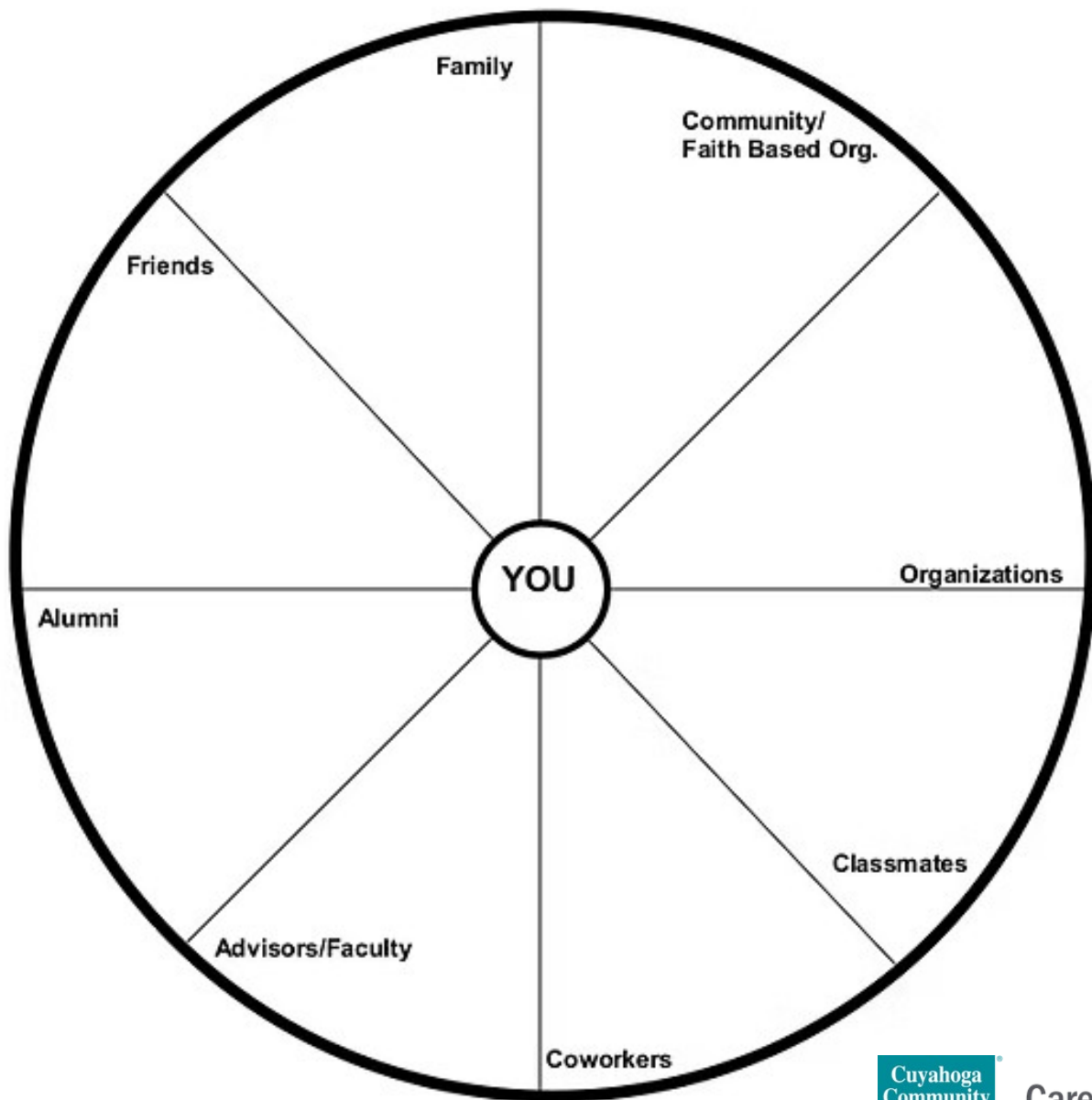
Career
Marketplace

Who's in Your Network?



Your network can help you discover opportunities, get referrals and connect with people who can support your career goals.

The “pie” below helps you visualize your current network. Add the names of people you know in each category. When you’re looking for a job, project, advice or support, use your “network pie” to identify people you can reach out to.



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