NETWORKING TIPS

WHAT IS NETWORKING?
- Networking is establishing and maintaining mutually beneficial connections with people.
- It isn’t schmoozing, being fake or asking for jobs.

WHO IS IN MY NETWORK?
- Everyone! Friends, family, classmates, alumni, organization members, people waiting in line at the airport, etc.

WHAT DO I SAY?
- Introduce yourself.
- Discuss your experience in school, your major field of study and any other relevant work, internships, volunteer positions, sports, etc.
- Describe your employment goals. What are you looking for now and/or in the future?

ETIQUETTE
- Listen to others when they are talking and ask questions.
- Enter conversations carefully and exit conversations politely.
- Obtain business cards when appropriate.
- Remember to use a strong handshake, stand with confidence and maintain eye contact.

FOOD
- Focus on the people and not how much food you can fit on your plate.
- If choices are available, choose less messy, easy to eat options.
- Food and drink in hand = no hand available to shake.
  - Never have both in your hands!

FOLLOW UP!
- Send follow up emails to thank any new contacts and connect with them on LinkedIn.