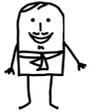


# The Art of Networking

## What Is Networking?



It's building, creating and nurturing professional connections and relationships. It enables you to learn about different industries, organizations, and, at times, job opportunities.

sourced from ocs.yale.edu/content/networking

## 4 Reasons To Start Networking Now:

<p>Grow your network early.</p>	<p>You'll have a competitive edge for college applications.</p>	<p>You'll gain a head start on figuring out your career path.</p>	<p>You will learn a lot.</p>
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sourced from money.usnews.com

## How To Begin Networking...



**Get a LinkedIn profile:** Include a professional photo, your educational experience, internships, part-time jobs, and volunteer work.

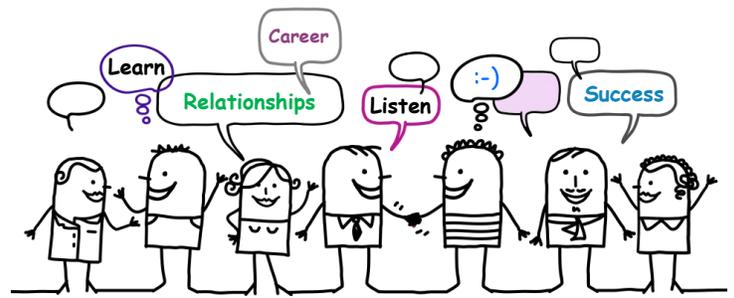
**Join Networking Groups:** Either at school, on campus, or through LinkedIn school alumni groups. Make sure to attend all career seminars offered to you too!



**Develop an Elevator Speech:** A 20 second speech/introduction describing yourself and your strengths and interests. Remember to practice!

**Contact Cards:** Have these cards printed up with your name and email address. This is helpful when exchanging contact information, and its more professional than saying "Facebook me".

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## 6 Tips For Successful Networking

1. Always remember that you are asking people for information about their career field, not a job.



2. Start with people you know, then expand to their acquaintances and finally strangers after the process becomes second nature.

3. When you reach out to a contact, have in mind what you want to say, but don't obsess about it.



4. Recognize that you will have good and bad days.



5. Prepare a specific topic (company, industry or career related) for each individual discussion.



6. If your contact refers you to others, keep in touch about how the connections are going.



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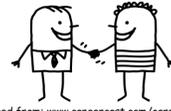


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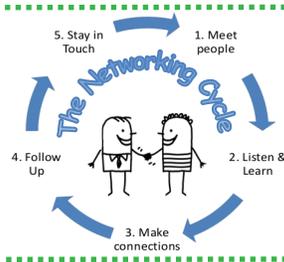


"Successful and healthy networking, also known as the activity of cultivating relationships, is the practice of staying in touch with others when you don't need something from them."

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### Did You Know?

LinkedIn states that over 45% of the time, companies fill positions through networking methods.

LinkedIn also suggests that only 20% of your time should be spent working job boards and the other 80% networking.

### 5 Lessons To Learn In High School

- 1. Eat lunch at a different table each day.** In school, students tend to share their lunchtime with the same group day in and day out. Often, adults do the same thing. Don't go to lunch with the same person every day. Expand your network by reaching out to others.
- 2. Touch the "untouchables."** In high school there are cliques. It could be very hard to break into a clique if you are not part of their shared activity. Adults often think that certain people on the corporate ladder are untouchable. They assume the new contact won't give them the time of day. While some won't, others will. You won't know until you approach them.
- 3. Stop thinking that everything is about you.** Students often obsess about themselves. Many teens are convinced that everyone is watching their every move and waiting for them to slip up. Usually people aren't paying nearly as much attention to you as you think they are. But they will pay attention to how you interact with them. When networking, stop thinking about yourself, and start thinking about how you can help others. Chances are good that if you position yourself as someone who tries to help others, the reciprocity will follow.
- 4. Interact with people who are not just like you.** In school it's sometimes tough to interact with students in different grades. People often limit their networks to contacts in the same job function, industry or professional level. To improve the quality of your network, diversify. Be all inclusive, and reach out to people of all ages, professions and backgrounds.
- 5. Have a life outside of high school.** A teen's social life is centered on high school. Their first "real job" is when they interact with people they didn't know from school. It taught them that their life could be enriched by people outside their usual inner circle. Adults sometimes become enmeshed in the culture of their companies and forget that there is a whole world of professionals to tap into.

Sourced from: [info.theladders.com/career-advice](http://info.theladders.com/career-advice)

**84%**  
Say they prefer in-person meetings.

**85%**  
Build stronger relationships during in-person meetings.

**The Power Of "Face To Face"**

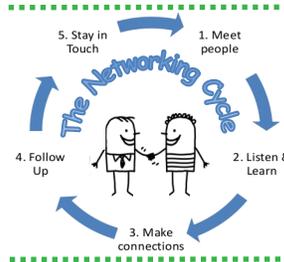
**77%**  
Prefer in-person meetings due to the ability to read body language and facial expressions.

**75%**  
Prefer in-person meetings because they lead to more social interactions and team-bonding.

sourced from: [blog.hubspot.com/sales/face-to-face-networking-stats](http://blog.hubspot.com/sales/face-to-face-networking-stats)

Networking is more about "farming" than it is about "hunting". Its about cultivating relationships.  
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Career Infographics Provided By:



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