

Networking

(A Beginner's Guide)

Building your professional circle is simply about making friends who understand your career goals. We created this quick guide with the three easiest things you can say and do to start a great conversation, feel comfortable, and grow your network.

1.

Why Networking Works

It is not selling. (It is just making friends who work.)
Everyone likes to help. (Ask for advice, not a job.) It is practice. (The first time is hard, the next is easier.)

2.

The Elevator Pitch

1. Who I Am: (My name, what I study/do.) 2. What I Can Do: (My best skill, what I just finished.) 3. What I Want Next: (I want to learn about X, I am looking for a job in Y.)

3.

The Follow Up

1: The Email: Send a short email soon after. Say "Thank you" and remind them of the thing you talked about. 2: Stay Connected: Connect on a simple social site (like LinkedIn or a trade group forum).