HOW-TO

NETWORK

HOW DO I START?

Most networking begins through casual conversation. Strike up a conversation with the people you meet in your normal routine. You never know who may have an aunt or f gwtymjw tw f htqqjflzj ns ~tzw ăjqi3

ăjsktw r fynts fgtzy ~tzw ăjqi3 \ mjs hfxzfqq~ sjy | twpnsl1

- The #1 rule of networking is to stay in touch
- Write a brief note to those you meet
- Follow-up when you say you will
- Pjju ywfhp tk ~tzw htwwjxutsijshj | nym jfhm ujwxts ns ~tzw sjy | twpl nshqzinsl ifyjx fsi ijyfnqx tk r jxxfljx fsi hts{jwxfyntsx@ vzjxyntsx fsi fsx | jwx

ask for an information interview.

DO'S & DON'TS

DO...

- Jot notes in a small notebook
- Pjju tsj mfsi kwjj fy fqq yn r jx yt xmfpj mfsix with people you meet
- Iwjxx uwtkjxxntsfq1 xmfwu fsi r tijxy
- Ymfsp ~tzw sjy | twp ufwysjwx fsi pjju ns ytzhm with them
- Develop lasting relationships, not just contacts
- Look for ways to help the people in your network

DON'T...

- Brag or exaggerate the truth in your conversations
- Xujsi ytt r zhm yn r j ns zskthzxji hts{jwxfyntsx@ wjxujhy fsi fuuwjhnfyj ymjnw yn r j
- L txxnu tw xmfwj nsfuuwtuwnfyjq~@ xyf~ uwtkjxxntsfq fsi wjqj{fsy
- Allow your networking relationship to become tsj2xniji
- Fxp ujwxtsfq vzjxyntsx tw fgtzy r tsj~4xfqfw~
- Directly ask for a job