What Does Networking Really Mean?

→ Networking is building relationships on the basis of trust.
→ It’s about teaching people who you are and what kind of opportunities to send your way.
→ It’s also about you listening and helping others accomplish their goals.

First Impressions Matter

→ What are you wearing? Eating? Drinking? Is it good timing?
→ Have a nice firm handshake – not too tight, not too limp.
→ Look people in the eye.
→ *Bond, James Bond.* Introduce self with your first and last name.
  o Too often individuals just say, “I’m James.” It will be hard for people to connect with you post-event without a last name.
→ Introduce yourself and share:
  o Your major(s) and minors, hometown, and career goals
  o Why you are interested in their organization (if applicable)
  o Highlight your accomplishments

Conversation Starters: Don’t be Shy

→ Generally, individuals like talking about themselves, particularly when it comes to their choice of profession and career path; it is a “safe” subject.
→ If networking with Denison alumni, remember they really want to talk with you. People like to talk about their time at Denison, what they’re doing now, and how they got there.
→ Ask questions! For example:
  o When did you graduate from college/Denison?
  o What was your major?
  o What were your experiences while a student?
  o What was your career path from college to today?

Conversation Closers: Know When & How to Exit

→ Use the persons’ name in the conversation. It makes a good impression and also helps you remember them.
→ Do not talk too long. Be concise about who you are and what you want to do.
→ End with something along the lines of:
  o “It was really nice to meet you.”
  o “I hope to talk with you more about _____ at some point soon.”
→ You can always ask:
  o “Do you have a card?”
  o “May I write down your contact information?”
→ Nervous to ask for a card? Flatter them first:
  o “I enjoyed talking with you. Perhaps we could continue this conversation. Do you have a card so that I could follow-up some time? Do you have a preferred way in which I contact you?”
NETWORKING BASICS

Follow-Up

→ After speaking with a person, jot down information on the back of their business card with notes.
→ Include how/when to follow up and notes that will help you prompt your memory of the person.
   ○ What they looked like, some piece of your conversation, a hobby, etc.
→ Follow up promptly.

Reminders

→ It is NOT about the food ... it’s about the networking.
→ Be succinct: Keep it short and simple.
→ Give your Elevator Pitch: 30-second summary highlighting your education, experiences and skills.
→ Network with as many different people as possible; you never know from where the next opportunity will come.
   ○ Remember: it is not always the obvious connection! Always keep the networks of others in mind.
→ Strangers are just friends you haven’t met yet.

Other Resources

• http://www.vault.com/networking
• https://www.findspark.com/category/networking

More questions? We can help! (740)587-6656 or career@denison.edu