

Overview

- What is networking?
- Why network?
- Who can network?
- Where do you network?
- How do you network?
- Resources

What is networking?

- Dictionary.com
- Harvey Mackay
- Mark Fallon

Why network?

- "Everyone lives by selling something."
- Education, training & talent will only take you so far.
- You don't know who knows who.
- You don't know who's looking for you.
- People are interesting as people.

Who can network?

- Anyone can network.
- **Absolutely anyone** can network.
- Networking is something that anyone and everyone can learn.
- Networking is something that **anyone** and **everyone** must learn.





Where do you network?

- Work
- Conferences and trade shows
- Training
- Career fairs and job fairs
- Social situations
- Everywhere!

Professional Associations

- Joining isn't networking **participation** is networking.
- Communicate often, through multiple channels (mail, email, website, telephone).
- Pair up veterans with new members.
- People like to be asked, so ask them!

Online Networking

- Multiple channels LinkedIn, Twitter, Facebook
- Groups, topic-specific sites
- Joining isn't networking **participation** is networking
- Think before you post the Internet is forever!

Groups LinkedIn					
in Premium	Search for	people, jobs, companies,	and more Search	Advanced	
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Maiden Catholic ::	26.2 Marathon Finisher	NETWORKING MARATHONERS Marathoners	Minnesota Mailing Professionals ::	MSMA training angular Trave Under Chapter	NaVOBA (National Veteran-Owned Business Association) ::



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How do I network?

Practical Exercise

This is great, but I'm still too much an introvert...

- Business Cards Give and Get
- 2. Don't go it alone
- 3. Practice
- 4. Listening is good
- 5.

Resources

- Dig Your Well Before You're Thirsty by Harvey Mackay
- The First Five Minutes by Norman King
- The Networking Survival Guide by Diane Darling

